

Nakasone Faces Little Challenge to Leadership Post

By Clyde Haberman
New York Times Service

TOKYO — Polls and other indicators here suggest that Prime Minister Yasuhiro Nakasone is likely to be re-elected as head of Japan's governing conservative party next month with only token opposition, if that.

Since the presidency of the Liberal Democratic Party carries with it the post of the prime minister, Mr. Nakasone appears virtually assured of staying in office for a second two-year term. In Japanese

politics that would be a notable accomplishment. No recent prime minister — Mr. Nakasone is the sixth since 1972 — has managed to survive much more than two years.

A major rival, former Foreign Minister Kiuchi Miyazawa, said this week that he would run against Mr. Nakasone if Liberal Democratic elders failed to settle upon a single candidate in their discussions over the next two weeks.

It was the most direct challenge to the prime minister's leadership thus far. Other potential rivals to Mr. Nakasone — including two members of the cabinet, Shintaro Abe, the foreign minister, and Toshiro Komoto, director of the Economic Planning Agency — have blown hot and cold on the question of whether to run.

Political commentators were convinced that anyone who made a political race this year would do so primarily to position himself for party elections in 1986, not because Mr. Nakasone looked vulnerable.

Even Mr. Miyazawa implied in his comments a lack of strong desire. His interest — and that of his principal political benefactor, former Prime Minister Zenko Suzuki — appeared to be more in negotiating a high party post from which to run next time.

Candidates have until Oct. 29 to declare themselves. On Nov. 20, the presidential election will be made by the party's 392 members of the two houses of the Diet, or parliament. If a consensus on a single candidate is reached early, the November proceedings would be nothing more than a formality.

Mr. Nakasone himself has not said yet whether he will run again, but his entry is considered inevitable. In power since November 1982, the prime minister, now 66, has presided during a period of economic health and relative political calm, with no single issue dominating the national consciousness.



Yasuhiro Nakasone



Kiuchi Miyazawa

News and television public-opinion polls taken in recent days have given him approval ratings as high as 58 percent. Forty percent is considered excellent.

Opinion polls, though, mean almost nothing in Liberal Democratic politics. Mr. Nakasone is the favorite because he retains the support of Kakuei Tanaka, the former prime minister who continues to be the party kingmaker despite his conviction on bribery charges last year.

Among the five major factions in which most Liberal Democrats have aligned themselves, Mr. Tanaka's group is by far the largest, with 118 of the party's 392 members of parliament. This faction is effectively barred from putting up a presidential candidate from within its ranks so long as Mr. Tanaka remains in charge. But it can make or break anyone else, and for now that benefits Mr. Nakasone, whose own 55-member political machine is among the smallest.

Israel Says U.S. Will Postpone Debt; State Dept. Is 'Not Aware' of Offer

By Thomas L. Friedman
New York Times Service

JERUSALEM — The Reagan administration has offered to defer until March 1985 \$500 million dollars in debt payments owed by Israel to the United States, and Prime Minister Shimon Peres has accepted the offer, Israeli officials said Monday.

[In Washington, however, John Hughes, a U.S. State Department spokesman, said he was "not aware there was any such agreement." The Washington Post reported.]

The \$500-million payment involved interest and principal due on military procurement loans granted by the United States to Israel in the mid-1970s, which are now coming due following a five-year grace period. Israel has already paid the September installment and the next payments were due in the period between December and March.

It was the first time in its history that Israel had ever decided to reschedule any of its foreign debt, which now totals \$23 billion, the highest per capita in the world.

A senior Israeli official said that although Israel had not made any formal request, it was clearly hoping that after the postponement expires in March the Congress, which will be back in session by then, will agree either to further extend the debt or cancel it. Israeli officials were under the impression that the Reagan administration was "not committed to asking Congress for such an extension or cancellation."

Although senior Israeli officials talked about the debt postponement as if it was already final, it

was impossible to confirm whether — or how — the Israeli government had formally informed the U.S. Embassy or Washington of its acceptance.

Only a few hours after Mr. Peres informed the cabinet that the United States was ready to defer the \$500-million payment, his monthly government was jolted with the news that consumer prices had risen in September by an average of 21.4 percent.

If the September figures were projected on an annual basis, it would mean that Israel's inflation rate would be 800 percent per year — the highest in the world.

Finance Minister Yitzhak Mordechai said Mr. Peres revealed the American offer of a debt deferment, as well as his acceptance, at a meeting Monday in which he briefed the cabinet on the results of his talks in Washington last week with President Ronald Reagan and other officials.

Mr. Peres "did not ask for deferment of any debts or interest thereon," Mr. Mordechai said in an interview, but since the Americans were "discussing the burden of foreign currency payments on the State of Israel — that includes purchasing of raw materials and military supplies — the administration came forward with an offer that if it can ease somewhat the situation it would be quite willing to defer payments of half a billion dollars for whatever is in their jurisdiction, namely 90 days. The prime minister accepted right away. So we have now a deferment."

President Reagan has the power to defer collection of a foreign debt for 90 days without consulting

Congress. The 90-day period would apply to time period lasting from the next payment due date, at the end of December, until March 1985.

The debt postponement, coupled with the decision by the Reagan administration to give Israel immediately — and not by quarterly installments — the full \$12 billion dollars in economic aid it was promised for fiscal 1985, would go a long way toward easing Israel's critical foreign currency shortages.

Foreign reserves were last reported to be about \$1.7 billion dollars, well below the \$3 billion dollar level Israeli governments have always considered the safe minimum.

In Washington, according to The Washington Post, Mr. Hughes was asked about the reported debt deferment and replied, "I can't confirm that report. Obviously we've talked about contingencies. I'm not aware there was any such agreement. No decisions have been taken yet about whether it is needed or what moves might be most desirable. I would caution against the idea that an agreement has been reached."

3 Share Nobel For Medicine

(Continued from Page 1)

Ottosson said, adding that Dr. Köhler said Dr. Milstein had neglected to patent their discovery.

Dr. Köhler's and Dr. Milstein's application is used to detect AIDS, the institute said. "One practical example is that Köhler has helped us to analyze the symptoms of possible AIDS victims," an institute official said.

AIDS patients suffer a catastrophic decline in their immune systems, making them easy targets for infection. There is no known effective treatment for the disease and most AIDS victims will die of it, experts say.

Dr. Jerne currently is special immunology adviser to the Institut Pasteur in Paris. He also was a research fellow at the California Institute of Technology from 1954 until 1955 and a professor of microbiology and chairman of the department of microbiology at the University of Pittsburgh from 1962 to 1966.

Dr. Jerne's most important achievement was his predictions on how the immune response is regulated by a complicated network consisting of antibodies and antibodies.

Monoclonal antibodies are units of the immune system specifically tailored by scientists in laboratories to seek specific cells in the body. The antibodies are considered important in cancer research, therapy and other medical purposes.

The Nobel Peace Prize will be announced in Oslo Tuesday, followed by physics and chemistry Wednesday and economics on Thursday.

Mr. Duarte on Sunday appointed the team that will accompany him in the talks. Agence France-Press reported from La Palma. A government spokesman said the other government negotiators would be the defense minister, General Carlos Eugenio Vides Casanova; the minister for the presidency, Julio Adolfo Ray Prendes; and two vice presidents, Abraham Rodriguez and René Fortín Magaña.

China Lauds Capitalism as Party Meets On Reforms

Reuters

BEIJING — Chinese Communist Party leaders met behind closed doors Monday to approve a far-reaching package of economic reforms as their newspaper, the People's Daily, said the country had a lot to learn from capitalism.

In a strongly worded article, the paper defended the government's policy of opening China to the outside world, saying that in the present international climate countries must learn from each other or die.

The article, which covered three quarters of a page in the official party organ, was published while the party's Central Committee was in the middle of a crucial meeting to endorse a series of major urban reforms, diplomats in Beijing said.

They said the annual meeting was the most important since a similar plenum in 1978 when Deng Xiaoping, China's paramount leader, and his moderate followers threw out Mao's radical leftist economic policies and instituted a program of highly successful rural reforms.

The meeting is discussing a package of industrial and urban changes to reduce the role of centralized planning, give more autonomy to factory managers and cut state subsidies on many goods, the diplomats said. It is expected to last until the middle of the week.

The People's Daily article said some Chinese believed the open policy could undermine China's sovereignty, as in the days of the colonialist treaty ports when Western powers won big trading concessions from the crumbling Chinese empire.

But it said protectionism "can only temporarily protect a nation's industry and commerce, but from the long-term view it is a policy of failure."

The most sensitive issue to be discussed at the party meeting, which diplomats say began last Friday, is price reform. About 25 percent of government spending now goes to subsidizing basic items such as food, housing and transport, and Prime Minister Zhao Ziyang has said this cannot go on indefinitely.

■ Assurance on Hong Kong

Mr. Deng said in an article published Monday that China might extend the 50-year period during which it has pledged to preserve capitalism in Hong Kong after assuming control from Britain in 1997. The Associated Press reported from Beijing.

"When I speak with Hong Kong friends about how long Hong Kong's capitalism will last after 1997, I say if 50 years is too short, let us talk about it again in 50 years," Mr. Deng said in the article in the Chinese weekly magazine Outlook.

WORLD BRIEFS

British Coal Strike Talks Collapse

LONDON (AP) — Talks aimed at settling Britain's seven-month-old coal strike collapsed late Monday and the miners' union leader, Arthur Scargill, said there was no hope of an early end to the dispute. He accused the National Coal Board of effectively breaking off the talks through their "complete intransigence and unwillingness to negotiate." But Ian MacGregor, chairman of the state-owned National Coal Board, said: "We are the only people who have made any concessions." Earlier, there was optimism at the resumed negotiations aimed at settling the walkout, which union leaders called on March 12 against the state-run National Coal Board's plan to shut 20 money-losing mines and eliminate 20,000 jobs. Last week, both sides studied a plan for third-party mediation in the dispute.

U.S. Plans Emergency Plant Seizures

NEW YORK (AP) — The U.S. government would be empowered to temporarily seize defense-related industrial plants and to censor international business telecommunications during national emergencies under plans proposed by the Federal Emergency Management Agency, a government spokesman said Monday.

James Holton, director of public affairs for the agency, said the powers that would be sought from Congress in the event of a war or other national emergency were similar to those granted on a standby basis during World War II. He was responding to questions about a report Monday by a computer trade magazine, Datamation.

The proposal would give the government unlimited powers to seize computers and plants of high-technology industries and would establish an Office of Censorship to control telecommunications leaving the United States, making it a crime for companies to use secret codes, according to Datamation. It said many computer and telecommunications companies supposed to be covered by the proposals were surprised in bear of the plans.

Belgian Liberal Party Office Bombed

BRUSSELS (Reuters) — A bomb exploded at a Liberal Party study center here early Monday, the fourth bombing in the Belgian capital this month, police said. No one was injured.

An anonymous caller claiming to speak for the "Fighting Communist Cells" told the Belgian radio that the attack was aimed at "the center where the [French-speaking] Liberal Reformed Party's plans and speeches are drawn up." No one was injured, but damage was extensive.

The group has claimed responsibility for three other attacks this month aimed at subsidiaries of U.S. and West German companies, which it said supply equipment for NATO's cruise and Pershing-2 nuclear missiles. The Liberal Party supports NATO plans to deploy 48 cruise missiles in Belgium next year.

India Protests U.S. Stance on Pakistan

NEW DELHI (Reuters) — India on Monday expressed concern over a statement by the U.S. ambassador to Pakistan that Washington would help Pakistan if it were attacked by India and denied it was planning any such attack.

"The attempt to project India as a potential aggressor against Pakistan is motivated and reprehensible," a spokesman of India's External Affairs Ministry said. "Such statements alleging aggressive designs to India seem designed to justify in advance the supply of more arms, including sophisticated weapons like Hawkeye, to Pakistan," he added, referring to the American airborne early warning systems.

The U.S. ambassador to Pakistan, Dwayne Hinton, as saying that Washington would come to Islamabad's help if India attacked its neighbor. In a speech in Lahore, Pakistan, Mr. Hinton said without naming India that if there were an attack on Pakistan's eastern border the United States would not remain neutral.

Pope May Lift Curbs on Old Liturgy

VATICAN CITY (AP) — Pope John Paul II is preparing to lift some of the liturgical restrictions on the Tridentine Mass, which was banned by the Second Vatican Council triggering protests by some conservative clergy, Italian news agencies reported Monday.

The ANSA and AGF news agencies said the Congregation for the Divine Cult, on the pope's order, is drafting a circular on the Mass to be sent to all bishops worldwide.

They said the circular will outline ground rules for when the Mass can be celebrated under "special conditions." The conditions were not named. The liturgy of the Tridentine Mass, established by Pope Pius V in 1570, was outlawed by the Second Vatican Council of 1962-65. The main differences between the old Mass and the new rite is that it is said in Latin, the priest does not face the congregation and the laity takes no part in reading the Bible. Modern Masses are normally said in the vernacular, although it is still permissible to use Latin.

For the Record

The world chess champion, Anatoli Karpov, agreed to a draw Monday after 33 moves in the 13th game of his world title contest with Gary Kasparov. Mr. Karpov leads 4-0. It was the fourth consecutive draw in the match after Mr. Karpov established his lead. (AP)

Newspapers in Dhaka, Bangladesh, failed to appear Monday following a warning by authorities about coverage of Sunday's opposition rallies. The journalists' union brought printing to a halt after officials telephoned newspapers allegedly setting out restrictions on rally reports. (APF)

The risk of explosion appears to have receded aboard the Panamanian gas tanker Gaz Fountain, hit in a Gulf air attack, apparently by Iran, on Friday. (Reuters)

Seven Israeli teen-agers on a bird-watching trip to the occupied West Bank were injured by an explosive charge Monday. The explosion occurred near a bus that had carried the Israelis on their outing southwest of the Palestinian city of Nablus. (AP)

Striking employees at Disneyland in Anaheim, California, reached a tentative settlement with negotiators for the amusement park late Sunday night after a 13-hour negotiating session. The workers had been on strike for 20 days. Details of the settlement were not disclosed. (LAT)

The Reverend Bruce Kent, general secretary of Britain's Campaign for Nuclear Disarmament, announced on Sunday he will give up his post next Easter. He said he cannot cope with the administrative and public duties of the growing group. (UPI)

Both Sides Offer Proposals As El Salvador Talks Start

(Continued from Page 1)

cast just before the talks began. He gave no reason for his absence.

President Duarte, followed by 100 vehicles full of peasants, workers and supporters, reached La Palma an hour before the meeting. He had left the capital shortly after daybreak, leading a three-hour "peace parade" to La Palma.

"I'm not here to get anything today," Mr. Duarte said before he entered La Palma. "I'm here to open the doors, to show that everyone can get through without pushing. The important thing is to sit down and discuss, to be ready to listen. Up to this minute, nobody has been willing to listen."

Both sides agreed to keep armed forces at least six miles (nine and a half kilometers) away from La Palma, and to leave security to the Roman Catholic Church, the Red Cross and Salvadoran Boy Scouts. The rebels have held La Palma for more than a year, except for occasional army forays into the town.

■ Rebels Express Pessimism
Dan Williams of the Los Angeles Times reported from La Palma that Mr. Ungo and Mr. Zamora reached La Palma on Sunday evening in a Red Cross motor conveyance from San Salvador, where they arrived in a Colombian Air Force plane that had flown them from Panama.

They held an impromptu news conference, then drove into the hills outside town to meet with guerrilla leaders.

In both the capital and La Palma, the two expressed little optimism that the talks would succeed in ending the civil war.

Mr. Ungo said the rebels want "to do everything to get peace," but warned that "there's no magic formula."

"We do not want to create such expectations," he said. Mr. Ungo said that during the first day of talks, "it is necessary to discover points in common to keep us going."

The arrival of the two at San Salvador's international airport was the first public appearance of rebel leaders in the capital in several years. Among those in the welcoming party was one Salvadoran official, Gerardo Le Chevalier, a government spokesman. He did not shake hands with the rebels.

Speaking about Monday's meeting, Mr. Zamora said, "We have reservations about its being a serious dialogue. But we are determined to give this dialogue the real content and seriousness that it deserves."

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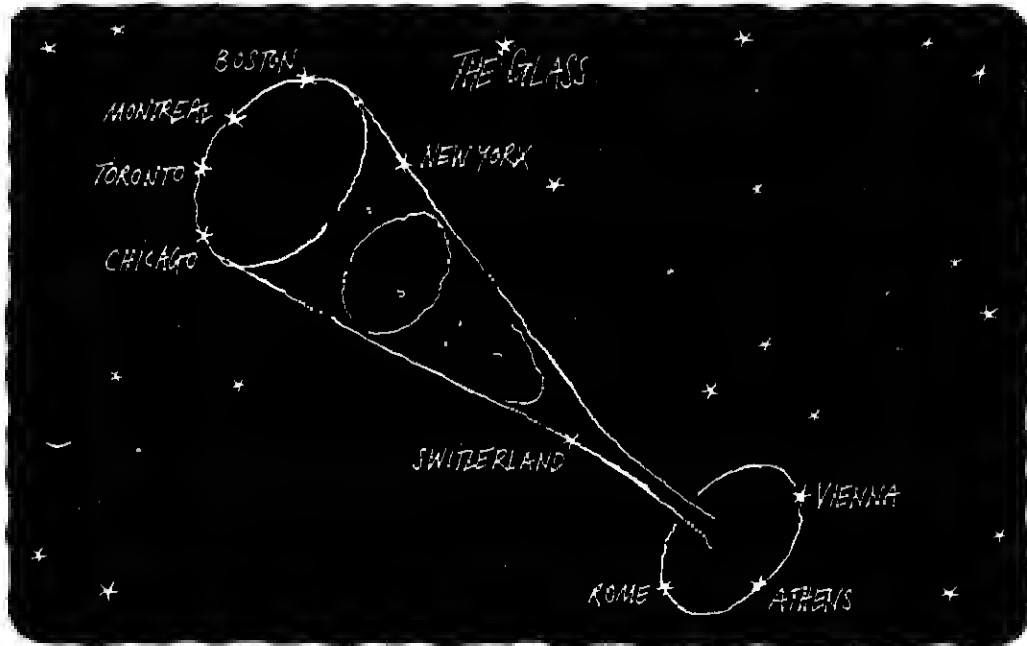
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ke Talks Collapse

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Agency Plant Seizures

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Party Office Bombed

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S. Stance on Pakistan

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Mondale Says 'Star Wars' Defense Plan Is a 'Hoax'

Compiled by Our Staff From Dispatches

MINNEAPOLIS — Walter F. Mondale has called President Ronald Reagan's proposal to protect the United States with a space-based, anti-missile system "a hoax" that requires decisions about starting a nuclear war to a computer.

In a news conference after his paid political radio broadcast Sunday, Mr. Mondale said that a top weapons scientist had told him that developing a "Star Wars" system that works was "unimaginable" in his lifetime.

"If a new system could truly protect our people from nuclear weapons," Mr. Mondale said, "I'd be for it. But based on what we know now, 'Star Wars' is a hoax."

The Democratic presidential candidate's remarks set what his advisers said would be the tone for an abbreviated week of campaigning on foreign policy and arms control. Mr. Mondale and Mr. Reagan met in their second debate, which will be devoted to these topics, on Sunday.

In his radio broadcast, Mr. Mondale characterized Mr. Reagan's policy: "If there's an arms agreement, oppose it. If there's a dangerous weapon, buy it. If the Pentagon wants a blank check, sign it. If there's a crucial fact, don't learn it. If there's a diplomatic problem, militarize it. If there's a regional conflict, Americanize it. If your policies fail, blame someone else."

Mr. Mondale said Mr. Reagan's proposal for an anti-missile space shield is a dangerous and expensive escalation of the arms race.

"We're talking about an idea that might sound good, and research should go forward," Mr. Mondale said. "But when I disagree with the president is to launch officially a testing and deployment policy that develops these weapons long before there's any justification for it."

Under "Star Wars," Mr. Mondale said, "almost by necessity the president must delegate to a computer the decision as to whether war should be started because there won't be time for the president to be involved. It has to be a decision made within one or two minutes or within seconds on some occasions. And what kind of a world is that?"

He told his radio audience: "The next time you look up at the night sky, think of killer satellites circling the Earth. And they won't belong just to us. For there is nothing, surely, in the nuclear age, than this: If one side builds a new



James A. Johnson

system, the other side will match it."

In a television appearance in New York, Mr. Mondale's running mate, Geraldine A. Ferraro, was questioned on several foreign policy topics. She said that she, as president, would "do whatever is necessary to protect this country." Asked if that meant launching nuclear weapons, she said, "Yes."

Mr. Mondale's campaign chairman, James A. Johnson, appearing on a television interview program in Washington, raised the Sept. 20 truck bombing of the U.S. Embassy in Beirut as an example of Mr. Reagan's "failure of leadership" in Lebanon specifically and in foreign affairs in general.

(LAT, WP, NYT)

Democrats' Hopes Rise

Steven V. Roberts of The New York Times reported from Washington:

The revival of the Democratic presidential campaign following the Oct. 7 Reagan-Mondale debate has apparently dimmed the prospects for major Republican gains in the House of Representatives, according to strategists in both parties.

By his strong performance in the televised contest, Mr. Mondale altered the dynamics of the congressional battle by energizing Democratic activists and forcing President Reagan to concentrate on his own race.

This led Representative Tony Coelho of California, who heads the Democratic Congressional Campaign Committee, to declare that the "big winners" in the debate were Democratic candidates for the House.

Republican strategists still hope to recapture enough momentum by Nov. 6 to alter the balance of power in the House, where Democrats are now in control. But the Republicans are playing down talk of a landslide and conceding that the Democrats show new signs of life.

Reagan Says He Is Ready For Mondale In 2d Debate

The Associated Press

TUSCALOOSA, Alabama — President Ronald Reagan, saying he could hardly wait for his next debate with Walter F. Mondale, attacked the Democratic challenger Monday on foreign policy.

In a speech at the University of Alabama, the president quoted Mr. Mondale as having said the U.S.-led invasion of Grenada in October 1983 eroded the United States' "moral authority" to criticize the Russians.

"I've never had any trouble criticizing them," Mr. Reagan said.

On arriving in Alabama, Mr. Reagan was told that Mr. Mondale had promised to "have it out" in Sunday's foreign-policy debate with Mr. Reagan over U.S. policy in Lebanon. He replied, "I can hardly wait."

In response to a question from a student, Mr. Reagan said he was determined to win approval of a constitutional amendment to permit voluntary prayer in public schools.

"We didn't ask for some planned prayer the politicians would write," he added, and then appealed to his audience to "let your representatives know how you feel."

Mr. Reagan also said the Department of Education was studying ways to ensure that reductions in U.S. government loans to students "do not penalize people who actually need and deserve help and cannot get it otherwise."

The president said the administration had found "there were some people who were borrowing college loans who could well afford to send their sons and daughters to college... and then buying government paper, investing in government paper to make a profit on interest from the government that made the loans to them in the first place."

Bush Visits the Elderly

Vice President George Bush accused Mr. Mondale and the Democratic vice-presidential candidate, Geraldine A. Ferraro, on Monday of "acting disgracefully" and "needlessly frightening the elderly by charging that Mr. Reagan will cut Social Security benefits," The Associated Press reported from Los Angeles.

Speaking at a retirement community, Mr. Bush declared, "Our opponents have been getting off a lot of cheap shots recently. Today I'm going to throw a yellow flag and call a penalty on Mr. Mondale and his teammates."

Social Security Issue — A Game of One-Upmanship

By David Hoffman

Washington Post Service

WASHINGTON — The Social Security system has become a leading issue in the presidential campaign in a curious inverse bidding war as to which candidate — President Ronald Reagan or Walter F. Mondale — will do the least to the program if elected.

The politics of the competition is obvious. Almost every American worker pays into the system, which provides retirement, disability and survivor benefits. One-seventh of the population looks to it for income.

But the candidates' promises also have had other effects. By pledging not to cut benefits in a program that now represents about a fifth of the federal budget, the presidential contestants have taken off the table one of the most important means of trimming the \$170-billion federal deficit that both insist they want to reduce.

Their one-upmanship also has worked in some ways to perpetuate the mythology that has surrounded, and to some extent blocked reform of, Social Security over the years.

An example of both points came in the presidential debate a week ago when Mr. Reagan mistakenly asserted that "Social Security has nothing to do with the deficit."

"Social Security is totally funded by the payroll tax levied on employer and employee," he said. "If you reduce the outgo of Social Security, that money would not go into the general fund to reduce a deficit. It would go into the Social Security trust fund. Social Security has nothing to do with balancing a budget or erasing or lowering the deficit."

In fact, Social Security has been part of the federal budget since 1969, when President Lyndon B. Johnson "unified" the budget at the recommendation of a special commission. The system is self-contained in that its taxes can be spent only for benefits, and surpluses accumulate. But the taxes count as federal revenues; the benefits count as federal spending. Thus, if spending is lowered, the size of the deficit is reduced.

Since Mr. Reagan suggested 20 years ago in a nationally televised

Famed Boardwalk Damaged

The Associated Press

ATLANTIC CITY, New Jersey — A fire broke out early Monday under the boardwalk and spread quickly through a stretch of stores, causing more than \$2 million in damage, authorities said. Destroyed were a 100-year (91-meter) section of the boardwalk and Fringer's, a popular salt water taffy spot. Two firefighters were injured slightly from smoke inhalation.

speech for the Republican presidential nominee, Barry Goldwater, that Social Security should be made voluntary, the president has had trouble with the issue, and it may cost him support again this fall.

A Washington Post-ABC News poll taken after the Reagan-Mondale debate Oct. 7 showed that Mr. Mondale enjoyed a sharply improved standing among voters over 61.

The emergence of Social Security as a volatile element in the presidential campaign has brought along many other myths and charges.

Mr. Mondale has tried to portray Mr. Reagan as an insensitive budget-slasher with a "secret plan" to trim Social Security benefits in a second term. Mr. Reagan has tried to portray Mr. Mondale as a tax-raiser who again would take a bite out of workers' paychecks.

Both tended to overlook the fact that the last major Social Security financing crisis was resolved with a bipartisan compromise that included a carefully negotiated package of benefit cuts and payroll tax increases. Republicans accepted the tax increases they did not like, Democrats the benefit cuts.

Mr. Reagan and Mr. Mondale in some ways are using Social Security

as a metaphor for their larger differences on tax and spending policy.

Mr. Mondale, trying to drive home the "fairness" issue, has criticized Mr. Reagan for proposed Social Security cuts that hit the "poor."

Issues '84

This is another in an occasional series about issues facing Americans during the election campaign.

senior citizens and widows sending their children to college.

Mr. Reagan, trying to drive home his claim that Mr. Mondale would raise taxes, has linked the former vice president to the 1977 Social Security payroll tax increase, "the biggest single tax increase in our nation's history."

Generational politics also seemed to filter into the arguments.

Mr. Reagan has done well among younger voters and focused his fire on tax increases, which many of them feel most directly. Mr. Mondale has stressed benefit cuts in as a way to instill doubt about Mr. Reagan's intentions among traditional Democrats.

During the debate, Mr. Reagan promised never to reduce benefits for "the people that are now getting

them." This left open the question of what would happen to future beneficiaries. After prodding from Mr. Mondale, the president expanded his pledge to include future retirees.

When the candidates "focus on a list of who will not cut what," said Alan Greenspan, a New York economist and an informal Reagan adviser who headed the Social Security commission, they "effectively eliminate the possibility of ultimately coming to grips" with the deficit through a bipartisan compromise.

Already, numerous sections of the budget cannot be cut, including interest payments on the national debt, an estimated \$130 billion this year, and defense, \$266 billion this year. Both Mr. Mondale and Mr. Reagan would increase defense spending, but at different rates.

Adding Social Security to this list adds \$189 billion to that total.

In other words, with all these doors closed, less than half the \$930-billion federal budget can be targeted for possible cuts, and the remainder already has carried the brunt of the deepest cuts in Mr. Reagan's first term.

Mr. Mondale also has ruled out cuts in other areas, such as student aid and Medicare. He has proposed tax increases instead. Mr. Reagan

says economic growth will bring down the deficit without tax increases. But both are pinning their hopes on some future spending cuts, although neither has completely detailed his plans.

Created in the Depression, Social Security was vastly expanded in the postwar period of economic growth by adding new categories of beneficiaries. Benefits were increased as growth produced a surplus of payroll tax revenues. Finally, in 1972, benefits were automatically linked to inflation.

But a retrenchment began in the late 1970s as the economy stagnated and runaway inflation drove up benefits. The 1977 rescue package was largely a tax increase; by 1981 another retrenchment loomed as inevitable to keep the system solvent in the short term.

Mr. Reagan won some early benefit cuts from Congress, but a big second package of benefit reductions in May 1981 proved to be a political fiasco that led to the Greenspan commission.

The big savings in the 1983 bailout package came from a six-month delay in the automatic cost-of-living increase, and the escalation of scheduled payroll tax increases. The system's trustees say it is now sound through at least the end of the decade.

CAMPAIGN BRIEFS

Cuomo Helps a Friend in California

LOS ANGELES (LAT) — If Governor Mario Cuomo of New York ever decides to run for president, he will have a well-known campaign chairman in California — the speaker of the assembly, Willie M. Brown. Governor Cuomo, who rarely leaves his state for more than 24 hours, flew to Los Angeles Sunday night to do a special favor for Mr. Brown. He agreed to be the keynote speaker for Mr. Brown's annual Southern California fund-raiser.

"I called the governor a few weeks ago and told him about all the trouble we were having and asked if he could come out and speak to us," Mr. Brown said Sunday night at his dinner, which drew more than 900 people at \$500 each.

Mr. Brown introduced Mr. Cuomo as "the man who this nation will be prepared to follow when he so chooses to lead." In his speech, Mr. Cuomo praised the Democratic presidential candidate, Walter F. Mondale, and criticized President Ronald Reagan.

Baker Will Seek Presidency in 1988

WASHINGTON (UPI) — The Senate Republican leader, Howard H. Baker Jr., retiring after 18 years in Congress, has a personal commitment to seek the presidency in 1988 and will spend most of the next four years pursuing that goal.

"I would like to run for president," the Tennesseean said last week before Congress adjourned. "That's my commitment, but it's not to run under any and every circumstance."

Senator Baker, 59, has been majority leader for the past four years and has led the Senate GOP for eight years. He said he made his decision not to seek a fourth term after the 1978 election and, "I have not had one single pang of regret, not one."

He said he decided to leave the Senate "because 18 years is long enough" and not because he is going after the 1988 Republican presidential nomination.

But he said running for president is such a "long-term and full-time job," that it has become difficult to seek the White House while holding public office.

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THE SUPER SERVICE

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98th Congress: Defiant, Partisan, but Timid on Tough Issues

By Martin Tolchin
New York Times Service

WASHINGTON — The 98th Congress slowed the momentum of President Ronald Reagan's efforts to change the scope and direction of government by restoring funds for health, education and welfare and reducing his military spending requests.

The session, which adjourned Friday, was full of partisan warfare between Mr. Reagan and Democrats. They traded charges about who was to blame for problems ranging from deficits to the bombings in Lebanon.

Mr. Reagan's political magic, manifest in public opinion polls, was scarcely evident on Capitol Hill. Unlike its predecessor, the 98th Congress repeatedly defied the president on economic and military issues. But it was timid in tackling some of the tough issues.

A proposed overhaul of the immigration laws died in a House-Senate conference; a major civil rights bill overwhelmingly approved by the Democratic-controlled House was killed in the Republican-led Senate, and a banking deregulation bill that the Senate overwhelmingly approved was scuttled by a House committee.

"It was not as productive a session as I would have liked," said Representative Jim Wright, Democrat of Texas, the majority leader.

The 97th Congress gave Mr. Reagan the bills he sought on



Robert H. Michel

spending, taxes and the military. The 98th Congress balked at further cuts in social spending and reduced by more than half the increase he sought for the military.

"This Congress has provided a safety net against the excesses of Ronald Reagan," said the speaker of the House, Thomas P. O'Neill Jr., Democrat of Massachusetts.

A different perspective was offered by Representative Robert H. Michel, Republican of Illinois, the minority leader.

"This Congress was one of the most partisan and unproductive in history," he said.

The president's coalition in the previous Congress was eroded by the influx of 25 new House Democrats, who altered the balance of power in favor of the Democrats.

Mr. Reagan, whose word was law two years ago, proved unable to persuade Congress to approve a proposed amendment to the Constitution requiring a balanced budget and a school prayer amendment. He also failed to get tuition tax credits for parents with children in private schools or a program to provide tax and wage incentives to create urban jobs.

The Congress also refused to give the president the power to veto specific items in budget bills.

The chaos of the closing days, in which frustrated lawmakers sought to attach hundreds of bills to a \$470-billion omnibus spending bill, gave rise to a consensus that congressional procedures had to be revised to avoid such 11th-hour maneuvering.

Both parties in Congress were beset by internal strife. The congressional Democrats who endorsed Walter F. Mondale last winter gave his presidential campaign its first major block of delegates. But many Democrats began disassociating themselves from his hard-pressed campaign this fall, to the dismay of the leadership.

An aggressive band of conservative House Republicans challenged their leadership's occasional calls for cooperation with the Democrats. But Senate Republicans continued to display unusual unity.

Much of the last session was spent marking time waiting for White House officials and congress-



Jim Wright

ional leaders to agree on a military spending package. A compromise was ultimately reached between the House and Senate.

House Democratic leaders were then incensed when Mr. Reagan blamed them for the ensuing delays.

Failure to reach agreement also held up a \$932-billion budget resolution for fiscal 1985, that included a deficit of \$181 billion.

Congress did approve a major tax package to raise \$50 billion through the 1987 fiscal year as part of the Deficit Reduction Act, a package reducing deficits by \$63 billion through 1987.

On defense issues, both the 97th and 98th sessions were marked by frequent tension between Congress and the White House.

Congress reduced the number of MX missiles to 15 from the 40 Mr. Reagan had requested as part of a \$293-billion military spending bill. Congress further provided that those 15 missiles must be approved again next year.

Congress also barred aid to the rebels in Nicaragua through next Feb. 28. At that time it could be restored only by votes in both houses after a presidential certification that the Sandinist government was undermining its neighbors. Congress rejected a ban on placing U.S. combat forces in Central America, but it did pass a resolution expressing disapproval of such an action.

The Senate killed a House-passed resolution that called for a mutual and verifiable freeze on nuclear weapons for both the United States and the Soviet Union.

Congress heeded the president's request for funds to El Salvador. It approved \$62 million in supplemental military aid for El Salvador, in addition to \$64.8 million that had been previously appropriated.

Ratification of a United Nations convention that calls for specific steps to prevent and punish genocide was delayed again, as it has been since 1949. But the Senate did vote to support its principles and declared its intention to act expeditiously in the next Congress.

In domestic affairs, one of the major congressional achievements was adoption of an anti-crime package. It reforms federal bail and sentencing procedures, revises the insanity defense to place the burden of proof on the defendant to

prove insanity and increases the penalties for labor racketeering and trafficking in dangerous drugs.

But Congress failed to adopt Mr. Reagan's major proposals: reinstatement of the death penalty for some federal crimes and revisions in rules excluding illegally obtained evidence from criminal trials.

After rejecting a school prayer amendment, Congress did enact legislation requiring public schools receiving federal funds to allow access to school facilities by any student religious or political group if the school permitted other extra-curricular groups to meet in the school.

In response to complaints about arbitrary benefit cutoffs, Congress approved standards that must be met before a person who receives Social Security disability benefits can be removed from the rolls. It also approved an increase in the cost-of-living adjustment for Social Security beneficiaries.

The Congress passed and the president has signed into law the Women's Pension Equity Act. This gives spouses the right to the pensions of workers who die before retirement age, provides for one-year maternity and paternity leaves and makes other changes intended to provide more equitable treatment of women.

Congress approved legislation to withhold some highway funds from states that failed to raise their minimum drinking age to 21.

The 98th Congress established a new legal holiday commemorating the birthday of the Reverend Martin Luther King Jr.

Nicaragua Rebels Given Warfare Manual by CIA

Handbook Urges 'Selective' Violence To 'Neutralize' Sandinist Officials

By Robert Parry

Associated Press

WASHINGTON — The Central Intelligence Agency produced a psychological warfare manual for Nicaraguan rebels that instructs them to hire professional criminals for "selective jobs" and says some government officials can be "neutralized" with the "selective use of violence," according to intelligence sources.

The 90-page manual, written in Spanish, also urges the rebels to create a "martyr" by arranging a violent demonstration that leads to the death of one of their supporters, and it tells how to coerce Nicaraguans into carrying out assignments against their will.

The authenticity of a duplicated copy of the book and the CIA's role in its production were confirmed independently by U.S. intelligence sources, who insisted on anonymity.

Produced by the CIA about a year ago, the manual, "Psychological Operations in Guerrilla War," was distributed among the Honduran-based Nicaraguan Democratic Force, the sources said. A source familiar with the book said it was sent out at about the same time the agency supplied a booklet in comic book-style instructing Nicaraguans how to sabotage their government.

The organization's president, Adolfo Calero Portocarrero, whose group is the largest rebel faction, said he first saw the manual "less than a year ago" and that it was given only to "our top people." He denied the CIA produced it, claiming it was a "contribution" from a supporter whose name he could not recall.

Mr. Calero said that while the manual presents what he called "some applicable ideas," it also contained things "we would not accept and we do not practice. It talks about terrorism, which is something we haven't done."

A CIA spokesman, George Lauder, refused comment on the manual. Although the Nicaraguan government and Americans living in the country have accused the rebel organization of murdering and kidnapping civilian officials, it could not be determined that any of the actions recommended by the manual were being carried out.

The manual emphasizes the need for political propaganda in a guerrilla war and includes instructions on how to conduct psychological operations aimed to create resistance to the government. It counsels rebels against using "explicit

terror" against the civilian population, as that could cost support. But the manual endorses the "selective use of violence" against Nicaraguan judges, police and security officials. It says such people can be "neutralized," but that the targets should be selected carefully based on their unpopularity with the people and the "level of violence necessary to carry out the change."

The book does not use the words "assassinate" or "kill," although references to "danger to other individuals in the area of the target" and to assessing likely replacements suggest that the goal is to remove the officials physically.

An executive order signed by President Ronald Reagan on Dec. 4, 1981, said no U.S. government employee "shall engage in or conspire to engage in assassination" and adds that no intelligence agency "shall participate in or request any person to undertake activities forbidden by this order."

The manual says: "If possible, professional criminals should be hired to carry out specific, selective jobs." The precise nature of those "jobs" — "irregular" in the original Spanish — is not explained.

Mr. Reagan, who has accused the Sandinists of aiding Marxist guerrillas in El Salvador, authorized covert action in Nicaragua in December 1981.

Sandinist Rivals Are Out of Poll

Washington Post Service

MANAGUA — The last hopes for a postponement of Nicaragua's Nov. 4 election and participation of the major opposition coalition disappeared as the Sandinist government, the opposition and the principal outside mediator agreed there was no point in continuing the effort.

In a news conference here Sunday after two days of talks, former Chancellor Willy Brandt of West Germany said he knew the effort was useless even before he arrived for a final try at bringing the two sides together. Mr. Brandt, representing the Socialist International, had been one of the mediators in talks between the Sandinists and the opposition Nicaraguan Democratic Coordinator, led by Arturo José Cruz, in Brazil earlier this month.

Mr. Brandt said Sunday that he considered the elections "a step forward for Nicaragua" even without the participation of Mr. Cruz.

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U.K. Labor Party Envoy Visits 3 Jailed Activists in S. Africa

Agence France-Press

PIETERMARITZBURG.

South Africa — The spokesman on Southern African affairs for Britain's opposition Labor Party, Donald Anderson, met here Monday in prison with three anti-apartheid activists detained without trial.

They were arrested Oct. 6 when they left the British Consulate in Durban, where they had taken refuge with three others to evade arrest on unspecified charges under South Africa's security laws.

Mr. Anderson visited the three remaining in the consulate on Sunday.

Zac Yacoob, lawyer for all six of the activists, who are members of the United Democratic Front and the Natal Indian Congress, said Monday's meeting lasted for about an hour.

Mr. Anderson's visit has been extensively covered by the South

African press and has drawn further criticism from the South African foreign minister, R. F. Botha, because of the fugitives.

After Mr. Anderson's expressed solidarity with people detained without trial on his arrival Sunday, Mr. Botha asked why the previous Labor government in Britain applied similar laws in Northern Ireland to combat the Irish Republican Army, and which black-ruled African country would have allowed him to visit detainees and condemn its government.

Mr. Anderson replied, "Firstly the IRA is a terrorist organization. By contrast those [UDF members] swept up by the security authorities as detainees did no more than urge a nonviolent boycott to elections." He referred to elections in August for separate houses of Parliament for South Africa's Indian and mixed-race communities.



Donald Anderson, British Labor Party spokesman on Southern African affairs, leaves the South African prison where he visited three detained anti-apartheid activists.

"My head is spinning from all this talk about software. Help me get my bearings!"

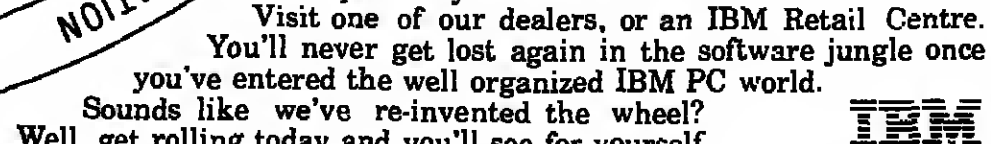


John H. H. H.

Bombings Reported at Zhivkov Visits

man, is an autonomous province of Serbia where Albanians account for about 80 percent of the population. Ethnic unrest in April, 1981 erupted into bloody rioting.

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INTERNATIONAL Herald Tribune

Published With The New York Times and The Washington Post

The Drift to Unilateralism

The tragic and despicable bomb attack Friday in Brighton overshadows the importance of what was said and done at the Conservative Party conference there, as well as what Labor Party members said and did the week before at their own conference in Blackpool. Nonetheless, there is one result of the Labor conference that must be noted, for it weighs significantly upon the future of the Western alliance.

This year the Labor Party not only listened to nuclear unilateralist speeches and cheered their fine sentiments, but actually and formally committed a future Labor government to expel American nuclear forces from Britain and to give up the country's own nuclear defenses.

Clearly the Labor Party's statement is in part a reaction to what has been happening in Washington. The arms-control policy of the Reagan administration has commonly been seen abroad — by Britain's left and in other countries as well — as a policy of obstructing arms control. But the problem has older and deeper sources. There is deepening trans-Atlantic disagreement upon how the Soviet threat is to be assessed. Washington, in the last decade, has taken a view of the Soviet Union as much more aggressive, more determined to acquire and exploit military superiority, than most Europeans are prepared to accept.

In the past year, President Reagan and the U.S. government have moved closer toward an accommodation with European views; the influence of the more practical and less ideological men in Mr. Reagan's entourage has increased. The president has a considerable record, both in California's governorship and in the White House, of dramatic statements followed by practical compromise. Certainly he is now looking for movement on the arms issue, and it is not unreasonable to predict, depending on who his

second-term advisers would be, that Mr. Reagan would continue seeking common ground with the European governments.

Nonetheless, disagreements now run too deep to be remedied by mere shifts in policy emphasis. Vulnerabilities are seen differently on the two sides of the Atlantic, and there are different fears and ambitions as well. Nuclear unilateralism in Western Europe is meeting, and being reinforced by, a growing foreign policy unilateralism in the United States. Americans, reasonably enough, are asking why the United States should be expected to spend proportionately more on Europe's defense than Europeans are prepared to do, and to run nuclear risks the Europeans refuse — or scorn.

For many years, the Mansfield amendment, which called for withdrawal of U.S. troops from the North Atlantic Treaty Organization, was offered in the Senate and ritually rejected, serving as a kind of temperature-taking of alliance sentiment on the American side of the Atlantic. More recently, Senator Sam Nunn's motions, calling for the United States to withdraw from Europe if there is not drastic change in European spending on NATO, have become a regular event. These, unlike the Mansfield amendment, have become a serious matter.

But European nuclear unilateralism is also serious. It is a serious matter that the Labor Party — and earlier, in West Germany, the Social Democratic Party, both of them once bedrock supporters of the alliance — should have adopted what are not merely anti-nuclear positions but implicitly, even explicitly, anti-American ones.

The alliance is not in reassuring condition. The disintegrative pressures now being felt come from shifts in public opinion on the two sides of the Atlantic that are not to be taken lightly.

INTERNATIONAL HERALD TRIBUNE.

The Insulated Presidency: Why Is Reagan Shielded?

By David S. Broder

WASHINGTON — One of the continuing puzzles about President Reagan is the quality that his intimates see in him that makes them feel he needs to be shielded from the outside world.

Any president needs security protection against assassins and terrorists, of course. This one, who has been the target of one murder attempt, is, thank goodness, getting the best protection the skilled Secret Service can provide. That is not what I am talking about. I am talking about the political protection and insulation in which Mr. Reagan has been wrapped, often to his seeming disadvantage, by a succession of political aides and advisers.

The sheltered nature of his current campaign has been well discussed. The aides, and often the crowds, for Mr. Reagan's events have been carefully screened. In negotiations for debates, his handlers made it clear that they did not want genuine debates, but forums in which moderators and panels of questioners stand between him and his opponent. When he has a news conference — well, he has not had one since July, so there is no need to finish the thought.

But this is not a special condition imposed during the campaign. It has been a characteristic of his presidency. Rarely has Mr. Reagan been left unguarded and unattended to deal with issues and situations on his own.

Foreign diplomats and members of Congress have found that an invitation to meet this president is really a summons to a committee session, with the president surrounded by members of his staff, his cabinet and, often, Vice President George Bush.

As they describe the sessions, the president often does little more than offer an opening word of welcome. Then he settles back to listen as the others discuss the matter at hand. When journalists are invited in to

bear the president talk informally, we find that several members of his top staff — busy people with work of their own to do — draw up their chairs to the table. There is, in short, a lot of hovering around.

It has never been clear to me just what it is that the people in this protective phalanx believe they are protecting. Mr. Reagan is a fine conversationalist, perfectly at ease with people. There are no visible signals that pass from the aides to the president in these sessions, nor does he seem to need their instruction to know what to say. Yet they always seem poised to intervene — as if he were going to need help.

Some people who have worked for Mr. Reagan over the years, and no longer do, tell me they believe he has a strong distaste for any kind of personal confrontation. He does not like to be contradicted or even closely questioned on his views, they say.

That is understandable. Most of us do not savor the experience. But sensitive souls with thin skins do not usually become union presidents or conduct contract negotiations, as Mr. Reagan did when he was head of the Screen Actors Guild. They do not go into politics and become governor and president. The "thinking violet" theory is implausible.

The other theory I have heard from these former intimates makes more sense. It is that those who work with Mr. Reagan quickly come to understand how little his policy views rest on information or facts, and how much they rely on his instincts and long-cherished beliefs.

Even to an outsider, it has long been obvious that policy analysis is not Mr. Reagan's favorite indoor sport, or even close to the top of the list. The books on the Reagan presidency by Lou Cannon, Strobe Talbot and Laurence I. Barrett abound with anecdotes illustrating the in-



On Stopping A Bolt From The Blue

By William Safire

WASHINGTON — Eighteen months ago, in the informal talks after a nuclear arms-control session, a Russian negotiator said usually to an American counterpart, "What if Qaddafi got the bomb?"

In response, the American merely winced — such a prospect is one that all of us hate to face — but he duly noted the Russian's concern about the possession of a nuclear device by a terrorist state.

Today, the successful escalation of terror tactics against the United States, by fanatics in the Middle East, is the most serious campaign issue raised by the Democratic candidate against President Reagan. At the same time, the close call endured by Margaret Thatcher and her cabinet at the hands of Irish Republican Army bombers has driven home to Europeans the rising threat of terrorism.

Project this threat ahead five or ten years. After we figure out a way to stop trucks and hand-delivered bombs, we must expect the terrorists to improve their delivery systems. A West German company has delivered the components of a medium-range missile to the Libyans; only the most cockeyed optimists think that terrorist states will not be able to buy intercontinental missiles on the secret arms market by 1990.

Logic suggests that, sooner or later the terrorists' bombs will be nuclear. Unrest assures that Colonel Qaddafi — or the successor to the dying ayatollah, or perhaps some paranoid Sandinista — will one day possess both a nuclear bomb and a missile that can take it across an ocean.

In some future extremis, a terrorist leader will tell Washington or Moscow that unless some concession is made, a world capital will be destroyed. Retaliation would mean nothing to a suicidal bomber; he could not be deterred in any way short of surrender to his demands. What could civilized leaders, in their muscle-bound helplessness, do to a canny madman who welcomes mutual assured destruction?

We are running away from that question, finding security in our old thinking that the threat is from a rational superpower and the greatest worry is an escalation of a conventional war. But consider the unthinkable: World War III may not be the Soviet Union versus the Free World, but terrorism versus civilization.

The only serious suggestion put forward so far is that plan so glibly derided and dismissed by scientific doubters and the frozen arms-control establishment as "Star Wars," and so hastily written off by Walter Mondale as "militarizing the heavens."

The derogating knee-jerkers live with today's threat, with which they are comfortable, but refuse to deal with tomorrow's threat, which is looming larger. That threat is from superterrorism, armed with atomic missiles in a defenseless world. At the least, superterrorism will be able to hold millions hostage to one bolt from the blue, and, at the most, be able to trigger accidental or mistaken war between superpowers.

Space defense would make it possible for the superpowers to detect a missile in its booster phase and shoot it down before it destroyed a city. In the Soviet Union, we see signs of a struggle between polemical bureaucrats and practical soldiers. Marshal Nikolai Ogarkov's bid for power, based on technological realities, has not been wholly squelched; his protégé at the Standing Consultative Commission, Lieutenant General Viktor Starodubov, has not been purged.

That suggests that, although the Russians fear U.S. advances in space defense and are trying to block an American anti-satellite test scheduled for next month, the key to offensive arms control could be found in mutual defense against superterrorism. "Could be" is not "is," nor should we forget that most active terrorists today are supported by the Russians. But Ronald Reagan's offer to share space-defense technology is the most daring peace proposal made by an American president, on a higher level with Eisenhower's warning of a military-industrial complex.

The New York Times

LETTERS

For a United Europe

Regarding the report "Labor Party in Britain Backs Policy of Unilateral Disarmament" (Oct. 4):

James Callaghan's statement about unilateral disarmament could not be truer — unilateral nuclear disarmament is impossible. Its political and military consequences would be disastrous, because Britain is one of the most significant members of the Western alliance. But what does Mr. Callaghan mean when he indicates that Belgium, the Netherlands and Denmark are not?

Britain in our century can win pyrrhic victories against countries such as Argentina, but it cannot survive alone. Its economic, political and military sectors are not strong enough. Britain must ask itself where it stands. For myself, I am a European for a strong, independent Europe.

MAX-OLIVIER CAHEN

No Shame in a Pause

Because once or twice in the debate against Walter Mondale, President Reagan paused momentarily, critics screamed, "He's slipping, it's his age!" Do they want a president who yammers like a Xerox machine? Walter Mondale, with nothing to defend, can be glibly accusatory. Responsibility demands more careful expression. The logic of Mr. Reagan's replies seems to have been lost in the clamor for smooth machinery noise.

R.H. McKENZIE

Bromsgrove, England

A Bush-Ferraro Tally Sheet

In the vice presidential debate, so far as a mastery of the facts of foreign policy is concerned, who won? Vice President George Bush said a good deal that could be argued with — the administration's standard, defensive positions on the multiple Lebanon bombings and on the stalemate in arms control with the Soviet Union, for instance — but he said it in a way indicating an easy familiarity with the material and a competence befitting his long experience in international affairs. Not much that was factually questionable; the likeliest item was his placement of blame for the collapse of the "walk in the woods" formula for reducing nuclear missiles in Europe. The Russians, said Mr. Bush, "punned it down first."

There is contention on that point from experts. He asserted that the difference between Nicaragua and El Salvador on human rights is one of "night and day," saying the former is "devoid of human rights" and the latter is "struggling to perfect [its] democracy." This is the rationale for the administration's hard line on Managua and its favor for President Jose Napoleon Duarte of El Salvador, but the Bush formulation overstates the case.

Representative Geraldine Ferraro was not compelling in this area. There was a moment of suspense when the Democratic vice presidential candidate, whose knowledge of foreign affairs comes mostly from briefings, set herself the task of listing the members of the Con-

dora group. She got it right, but otherwise, she did not handle Central America in a reassuring manner. She was wrong when she said the administration "has not been pushing" El Salvador on rights. You could argue whether it has been pushing hard enough, but it has been pushing. Nor did she seem to understand that, unlike El Salvador, Honduras and Costa Rica are not countries that Washington must "put all kinds of pressure on" to shape up. Neither is menacing; Costa Rica is a model democracy.

Ms. Ferraro was tough and sure in attacking the administration on the Lebanon bombings. Generally, she was ready on war and peace, but provided a telling glimpse of her inexperience. Asked whether the Russians might try to take advantage of her as a woman, she gave a jarring, unnecessarily explicit reply, posing (her questioner had not) the question of a nuclear challenge and saying she would meet it "with swift, concise and certain retaliation." Ronald Reagan would have been lynched for saying something like that.

She erred in saying that Walter Mondale as president would challenge Moscow to halt nuclear testing "in the atmosphere." Tests in that environment were banned in 1963. She returned to the point and got it right on the second pass. In the area Ms. Ferraro describes as her main concern, she is not up to the speed that she rightly demands of a president.

—THE WASHINGTON POST.

Earned Honor for Carter

Jimmy Carter richly deserved every accolade he received on his visit to Argentina last week. At home the former president may be something less than honored these days, but in Buenos Aires he was hailed as the architect of a human rights policy that saved countless lives during the Argentine travails of the 1970s.

It is easy to neglect the dimensions of the Carter achievement. A war was on in Argentina. It was begun by cold-blooded terrorists but pursued by a military leadership that in its blind and single-minded rapacity lost its sense of justice, proportion and responsibility to the people the armed forces supposedly protect. Thousands of Argentines were swept up without a semblance of due process and were tortured, murdered or made to "disappear."

Jimmy Carter, by public condemnations and unpublicized interventions, by reducing military aid, by repeatedly (28 times) opposing development loans, mobilized heavy pressure against the Argentine junta's unspeakable violations. Whether the junta ceased out because of this or because it concluded that it had crushed its enemy is a fair question. Unquestionably, Mr. Carter did what had to be done.

A "war" of another sort was on in Washington — between Mr. Carter and his human rights aides, and persons in the bureaucracy, Congress and elsewhere who felt that his crusade undercut traditional ways of diplomacy and traditional U.S. foreign policy interests, such as security and commerce. Mr. Carter himself was sobered to find the Argentine junta resisting when he set out to organize a grain boycott of the Soviet Union after its invasion of Afghanistan. His vice president, Walter Mondale, has recently acknowledged that the Carter rights policy was "a little preachy" and lacked the integration with security considerations that would have made it "more sustainable and more credible."

These are by now familiar criticisms, and they have some merit. But they take nothing away from what Mr. Carter did in Argentina. A finely tuned, balanced policy might have served better every U.S. interest except the overwhelming one of saving lives. Mr. Carter was strong and loud and pushy and preachy in Argentina. The striped-pants set went up the wall. They were wrong and he was right.

—THE WASHINGTON POST.

Two Elections Are Going On; Reagan May Lose One

By Kevin Phillips

WASHINGTON — The last two elected Republican presidents to seek a second term — Dwight Eisenhower in 1956 and Richard Nixon in 1972 — won landslide victories themselves, but the Republican Party gained little or nothing in the congressional races in those years.

That shortfall left House and Senate Republicans unable to give the president the second-term political and policy support on Capitol Hill. That helped speed Eisenhower's evolution as a lame duck in the late 1950s, and it helped leave Mr. Nixon wide open to congressional Watergate forays in 1973-74.

My point is that post-World War II Republican presidents who have been able to win only personal reelection victories, and who have been thwarted in trying to structure a broader new politics, have found their second terms a source of disappointment and frustration.

Democrats may be making meaningful October gains. Not only did Walter Mondale's substantial success in his first debate with President Reagan improve his weak image, it raised new doubts about Mr. Reagan. This is an obvious blow to Republican ambitions. No party can posture itself as the wave of the future while its incumbent 73-year-old president is being scrutinized for the onset of sen-

ility. Almost by definition, the age issue works against reelection.

Vice President George Bush's confrontation Thursday night with his Democratic rival, Geraldine Ferraro, was also relevant. Public reaction to the two vice presidential candidates may not greatly affect the votes cast for the Reagan and Mondale slates, but the voters' reaction to Mr. Bush — who by most polls is the favorite to be the Republican Party's presidential nominee in 1988 — must inevitably influence the public's view of whether the Republicans should be promoted to majority status.

Polls last month suggested that many Americans were beginning to contemplate that promotion, but attitudes this month seem less favorable. Much the same thing happened in 1972, the year the Democrats flirted with long-term disaster by nominating George McGovern for president. Polls in September profiled a voter mood on the verge of creating a broad Republican opportunity extending far beyond the re-election of Mr. Nixon. Then in October the Watergate scandal began to take on serious dimensions and the public began to pull back from its flirtation with a new mandate and a new majority for the Republican Party.

When the dust settled, the Republicans had lost two Senate seats and gained only 12 in the House of Representatives. Essentially that same result could occur this year.

If late September's 20- to 25-point margins for Mr. Reagan give way to 3- to 10-point margins in late October, the likelihood of the Republicans gaining full control of Congress will be about nil. In fact, if the president's margin tightens into the 10-point range, Republican strategists would probably settle for losing only two Senate seats and winning a dozen or so House seats.

And it is possible that the Republicans could do worse. A 1984 Republican loss of three or four Senate seats is not out of the question.

Surveys since the Reagan-Mondale debate suggest that the Republicans have lost some of the bourgeois preference apparent in late September, and they may find this lost momentum hard to recover. The president is now on the defensive, and there is much less likelihood that he will be able to stomp effectively for a Republican takeover of Congress.

For the Democrats, heavy repudiation in November once seems less likely, if they can block any meaningful Republican gains in Congress.

they can keep ideological control of the House in 1985-86 and position themselves to restore the Senate to Democratic control in 1986.

All of this would be bad news not just for the Republican Party but for President Reagan's chances of dominating Congress during the so-called "window of opportunity" in early 1985. Failure to demonstrate cost-cutting would cost him dearly. His chances of a successful second term would be diminished — thus the importance of the debates.

Short of a major display of ineptitude — and his first debate performance was hardly that — the president remains a good bet to win re-election by an 8- to 12-point margin. Presidents seeking a second term in the 20th century have usually won or lost quite decisively, and the current prosperity and public affection for Mr. Reagan provide a good reelection foundation at that level.

But the second election, the larger search for a new national mandate, is not going so well for the Republicans. So 1984 may bring another contest in which the public shrinks back from displaying full trust in either party.

The writer, publisher of the American Political Report and Business & Public Affairs fortnightly, wrote this article for the Los Angeles Times.

In Britain, Labor Bans the Bomb, Hurts Its Chances

By Peter Pulzer

OXFORD, England — At its recent annual conference, Britain's Labor Party banned the bomb and intermediate-range missiles. It has done so before and will do so again — something that tells us a little about the state of the Western alliance and a great deal about the state of the British left.

Most political parties have their litmus test of ideological purity; in the Labor Party it is the question of war and peace.

In reaffirming its belief that bombs are bad, Labor brushed aside a warning against "political amnesia" that its leader, Neil Kinnock, uttered in his keynote speech. Amnesia in this case refers to Labor's disastrous defeat at the polls last year, and the reasons for it.

Even with a different defense policy, Labor would probably not have won that election. But the two biggest nails in its coffin were speeches a few days before polling day by its defense expert, Denis Healey, and former Prime Minister James Callaghan in which they said that, contrary to their party's declared platform, Britain should not give up its Polaris submarines without a Soviet quid pro quo. Mr. Healey and Mr. Callaghan dramatized what everyone knew already: The party was deeply divided on defense policy, generally, and on nuclear weapons in particular.

That is the inevitable effect of litmus tests. Designed to unify a movement around the enthusiasts' battle cry, they merely confirm that the silent majority is also an ideologically impure majority. At no time during the election campaign did more than one-fifth of voters favor unilateral nuclear disarmament; at no time did more than one-third of Labor supporters favor it.

The explanation for this is that the Labor Party embodies not one but two foreign policy traditions: of anti-war humanitarianism and of popular patriotism. For most of its history the first has predominated. It is only at moments of national crisis that the second displaces it.

Many party founders were pacifists. Labor leaders opposed British entry into World War I, although without support from the party majority. Between the wars Labor supported collective security through

the League of Nations. This was in many ways an escape from hard decisions. It enabled the party to vote against the Conservative government's fairly modest defense budgets until 1937, four years after Hitler had come to power. The coming of the nuclear age merely intensified the debate.

This distrust, not only of armaments but also of any active foreign

policy, has deep roots in the Anglo-Saxon radical tradition and the nonconformist conscience. Wars, it is argued, benefit not the people but the military, the merchants of death and purveyors of power politics. Wars happen because democracy is imperfect; the solution therefore lies in domestic politics.

The aim of the left must be to subordinate the makers of foreign policy to democratic control by depriving them of the instruments of power. How much truer this is of the nuclear age, which gives absolute power to the presser of the button.

The embodiment of working-class patriotism was Ernest Bevin, who in 1935 derided Labor's Christian pacifist leader, George Lans-

bury, for "taking your conscience from body to body asking what you ought to do with it"; who, as minister of labor, was the mainstay of Churchill's wartime cabinet, and who, as foreign secretary after 1945, was the intellectual godfather of the Marshall Plan and the North Atlantic Treaty Organization.

Why, then, has the party of Bevin become the party of Michael Foot,

more of the popular-patriotic constituency, and half its pro-NATO leaders have deserted to found the Social Democratic Party. Labor's left has secured a bigger hold on a smaller party.

Unless there is an unprecedented change in the world situation and British public opinion, a unilateralist Labor Party cannot win an outright electoral victory. If, against the odds, it did win it would come up against every utopian's nightmare: the constraints of the real world.

Britain is not New Zealand, whose actions can leave the general security balance largely unaffected. The Labor Party conference may have voted against nuclear bases, British or American, but it voted for strengthening conventional forces and for staying in NATO. It stopped well short of neutralism and pacifism.

Socialist parties in power — whether in France, Italy, Spain or Greece — have not reneged on national commitments. Any Labor government in Britain would have Denis Healey, a veteran Atlanticist, as foreign secretary, and other Atlanticists in senior posts. It is one thing to pass resolutions in the free air of opposition, another to implement them in the prison house of interdependence.

The writer, Gladstone professor of government at Oxford, wrote this column for the Los Angeles Times.

'Ugly Concept of a Winner' in Nuclear War

LOS ANGELES — In the course of George Bush's debate with Geraldine Ferraro last Thursday, this exchange occurred between NBC News correspondent Norma Quarles and Vice President Bush:

Question: You were once quoted as saying that a nuclear war is winnable. Is that still your belief? And if not, under what circumstances would you use nuclear weapons, if you were president?

Answer: No, I don't think it's winnable. I was quoted wrong, obviously, because I never felt that.

The statement Mr. Bush denied making was part of a tape-recorded interview conducted in January 1980 by Robert Scheer, a Los Angeles Times correspondent. It appeared as follows in the Times of Jan. 24, 1980:

Question: Don't you reach a point with these strategic weapons where we can wipe each other out so many times and no one wants to use them or be willing to use

them, that it really doesn't matter whether you're 10 percent or 2 percent lower or higher?

Answer: Yes, if you believe there is no such thing as a winner in a nuclear exchange, that argument makes a little sense. I don't believe that.

Question: How do you win a nuclear exchange? Answer: You have a survivability of command and control, survivability of industrial potential, protection of a percentage of your citizens, and you have capability that inflicts more damage on the opposition than it can inflict upon you. That's the way you can have a winner, and the Soviets' planning is based on the ugly concept of a winner in a nuclear exchange.

Question: Do you mean 5 percent would survive? Answer: More than that — if everybody fired everything he had, you'd have more than that survive.

Los Angeles Times.

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ARTS / LEISURE

Milan Showings Set Off Revival of Prints and Color



A runway skirt made hand-worked jersey and of a silk which includes many elements in leather and suede, and designs by

BOTTO BAROCCO
KNAP
34, FAUBOURG SAINT-HONORE

ACCORDING to a cross section of American buyers who were in Milan last week, prints and color were a major story there, as well as new, more feminine proportions.

Prints, which were all but extinct, had a spectacular revival, making solids suddenly dull. With Paris designers reportedly emphasizing prints (with even sequined ones), there are all the signs of an international trend. A recent retro-

Versace's, Byblos's, Genny's and Fendi's — the latter designed by Karl Lagerfeld. These prints were not the bashful kind. They were all strong, big and colorful.

"Karl Lagerfeld did exceptional prints for Fendi," said Kal Ruttenstein, Bloomingdale's vice president of fashion direction. "Some were graffiti-inspired. Others were on a black background with bright colors — in the spirit of what he used to do for Chloe but with the initials 'KL' worked into them."

HEBE DORSEY

spective at the Musée de la Mode et du Costume in Paris, called "L'imprimé dans la Mode," may well have sparked the whole thing.

Prints are also part of the return of color, which has swamped daytime clothes and is gradually spreading to evening. After last year's solid sea of black dresses, women are now ready for something more jolly.

Hot colors after dusk still seem hard to take, however. Princess Caroline of Monaco had the perfect answer at a recent Moulin Rouge gala at which Frank Sinatra sang. She wore a strapless Dior dress in a cheerful black and green print.

In Milan the most striking prints, according to buyers, were at

Bergdorf-Goodman's president, Dawn Mello, confirmed that prints were big in Milan.

"Fendi was a good surprise," she said. "A very upbeat collection, full of prints."

Milan designers, taking their cue from Paris, also abandoned beige and went for very strong yellows, oranges, greens, fuchsias, reds and purples. Claude Montana did the whole Complice collection in strong pastels.

On the whole, American buyers were pleased with Milan. Mello said, "Milan opened up and there was a lot to buy."

According to Ruttenstein, "Milan was pretty good. There was a lot more variety than usual, much more color. There are new proportions, shorter skirts and longer jackets."

"It seems as if everybody is going away from menswear as we know it. Even Armani, who had a brilliant collection but whose success is rooted in men's wear, took all the seriousness and pompousness out of it. His approach was light-hearted and casual."

Lynn Manutis, Martha's president, said that menswear (shown by international designers six months ago and now in the stores) was "a hard sell" and welcomed "a

more interesting and more feminine scene in Milan."

"We've got a big mix of looks," said Manutis, who loved Ferre. "His colors were fabulous and jackets so new — simple yet intricate."

Stronger silhouettes also impressed Sonia Caproni, vice president of fashion merchandising for I. Magnin.

"Essentially, the menswear last season really dealt with a lot of different fabrics," she said. "This time, there were more silhouettes and less fabrics. I think a woman does shop by silhouette first. She buys a shape that looks good on her."

Caproni found Armani "very exciting, with 25 different jackets," and Ferre very much in control, with his whole collection worked around a shirt theme.

"There is a change of proportions since last season," she also said. "The jackets, instead of looking three sizes too big, are beginning to look almost too small, closer to the body, sensational."

With a strong dollar, all stores

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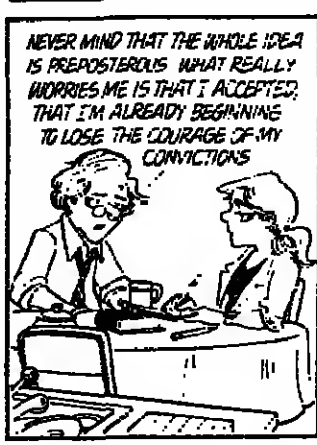
were planning on spending more money on European fashion. Bloomingdale's is concentrating on Italy because the store's next promotion in September 1985 is called "Ecco l'Italia."

Meanwhile, buyers are always on the lookout for fresh talent. According to Sydney Bachman, fashion director for Bergdorf-Goodman, two interesting collections in Milan were designed by two young French people.

"Callaghan was designed by Christian Lebourg, who worked at Dior's," she said. "He showed a very clean, simple and uncomplicated look. Another young designer, Martine Sibon, had a collection very '60s in feeling, with geometric, Op art, black and white prints. The latter's collection is produced by Franco Martelli, who also produces Ferre."

In Paris, the Fédération Française du Prêt-à-Porter Féminin is trying to push new names, with Tuesday's showings devoted to eight up-and-coming new designers.

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14-10-84

By Michael Zwerin
International Herald Tribune

PARIS — Originally known as Miami Steve Van Zandt, although he comes from Asbury Park, New Jersey, and as far as official records show never lived in Miami (Ohio or Florida), he built an enthusiastic following over seven years as guitarist with Bruce Springsteen's powerhouse E Street Band.

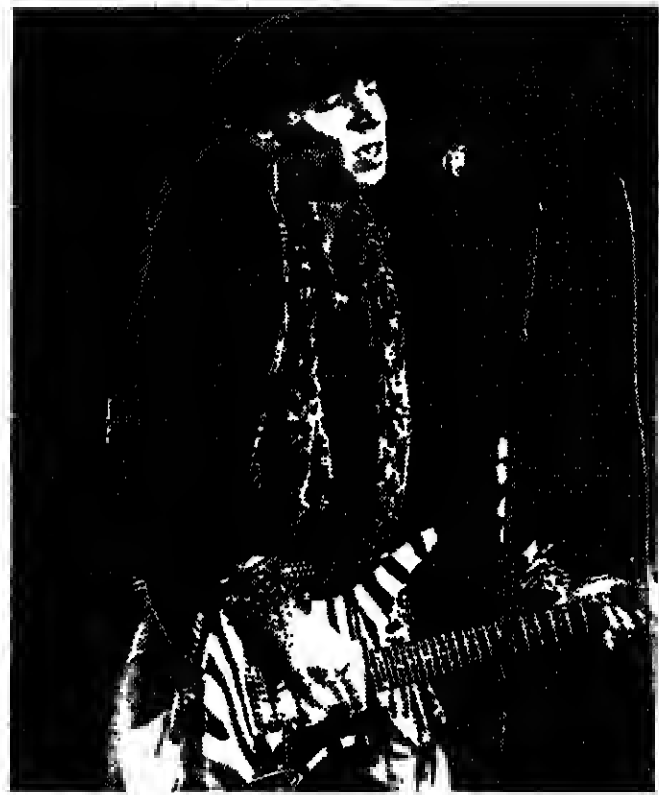
Two years ago he went out with his own band, Little Steven and his Disciples of Soul. His first album, "Men Without Women," was punchy, hard-driving blue-eyed soul dedicated to swing at any price and without much noteworthy other than energy.

But this year's "Voice of America" is tempered by a personal and apparently unique — in rock 'n' roll — political point of view based on a passionate internationalist message. Steven considers rock "motivation more than entertainment" and the album's title is intentional ambiguity between radio station propaganda and his vision that patriotism extends beyond borders to the common ground human beings share.

That puts him in lovely space. "Do you know any other rock artist working in global politics?" He wore a glum look. The babushka-like kerchief he always wears makes him resemble a perpetually scowling Gypsy. There were three smiles, stretching the definition; in a one-hour interview.

He says his new record is a statement he's been waiting his entire life to make, and internationalism is at the root of it. "The whole philosophy in America is completely wrong now. I consider what they call the New Patriotism just old-fashioned, blind nationalism. As long as our economy is strong, who cares at whose expense it is? Nobody cares what goes on beyond our borders. It's very distasteful to me. It's mass manipulation. America has never been as manipulated as it is now. And the American people love it. Isn't that a shame?"

"As far as I'm concerned, you're



Singer Van Zandt: "I want to bother the hell out of them."

only as successful as your hungriest child. What's this talk of economic recovery when you have millions of people starving? What kind of country is that?"

So he is more interested in foreign markets than most rockers. "I think it's important for Europeans to know that there are some Americans who do not want to make their homes the next battle ground."

The basic premise of his work is to reach an audience beyond U.S. borders. He is proud of being on the Swedish charts. He's been in Europe three times last year and twice this year, playing the Rock Palast TV show in West Germany twice. He said, "I took the last money I had out of the bank to get here this time. And I don't care. I'd

do it again. They say you can't do it this way. You have to have a hit and then go. I say I don't work like that. I'm not going to have a hit. I don't fit in. People have to get used to me."

Last week he ended a two-month European tour at a jam-packed Casino de Paris. This week he is in South Africa, alone, "to start researching my next album. Not to perform. To look around. To speak to all sides, exchange points of view. But I see certain contradictions there."

What Little Steven has to say may be controversial. But a bona fide rock star who thinks for himself is a rare and endangered species, worthy of protection.

"What's happening down there, from what I hear, is that we are punishing the people we are trying to help. The cultural boycott began because of what was considered exploitation of the black audience by white promoters. This is a legitimate objection. But recently an integrated South African band came to London and were picked. That's insanity. What does it accomplish? It's grown out of hand. If the information I'm receiving is correct, I can go down there, self-promote and play for integrated audiences."

"I think it's essential to keep lines of communication open. You go to Soweto and see those kids and think how isolated they are, that's very wrong. I want to go down there without a promoter and sing my lines like 'Everything we stood for has been compromised' and 'I been quiet, too quiet,' and songs like 'Solidarity' and 'I am a Patriot.' To picture maybe 1,000 blacks and whites in a hall all raising their fists singing 'Solidarity' is a bit more meaningful than not going."

"Look," he said, "everybody likes to dance. That opens lines of communication. If you got something to say, they'll listen. Maybe not every night or every word, but keep hitting it and you'll get through. What other art form communicates so internationally? Rock 'n' roll is not just entertainment. Entertainment is cool. There's a place for that. I'm not putting it down. But there's also an opportunity to do much, much more."

"My music is emotional. That already puts me in the minority. Then it's political. That knocks off another, like, five percent. People have gotten used to rock as background music. But you can't put on my record and ignore it. You got to listen. That may be good from my point of view but not from the point of view of a radio station whose only point of view is selling people Toyota's. Just keep them tuned in. Don't bother them. I want to bother them. Yeah, man. I want to bother the hell out of them."

Hot Off the Presses: New Edition of Hieroglyphics

By Vicky Elliott
International Herald Tribune

PARIS — Michel Sidhom looks a little like Akhenaten, with a high brow and a curled lip, and he, too, was born in Egypt, to a Coptic family.

For the past two years Sidhom has been answering a self-posed riddle — how to reproduce the volume in which Jean-François Champollion put the meaning back into the hieroglyphs.

"General Principles of Egyptian Sacred Scripture," published in 1841, is a text of some weight, and if not carved in stone, it remains almost impossible to find today. The Louvre has one copy, which Sidhom borrowed. Better yet, in the dusty Bibliothèque Nationale he tracked down the original manu-

script in Champollion's own hand. "Nobody," he said recently, "seemed to know about it, and nobody had ever reproduced it."

It spells out, in 580 pages, the logic of the figures that march across the sarcophagi and the steles, a logic that was lost for more than a thousand years. And it remains an important key to the life of the priests and the pharaohs, making sense of the rippled water and the quills, the lotuses and ibises that live on in the graves of the Valley of the Kings.

Champollion, who as a young French Egyptologist of 32 pieced together the puzzle in 1822 with the help of the Rosetta Stone, died prematurely 10 years later, leaving his brother to publish his work.

Sidhom, a French journalist of



Some of Champollion's hand-colored hieroglyphics.

32 and no Egyptologist himself, wanted to publish a new edition.

Encouragement came from Christiane Ziegler, curator of Egyptian antiquities at the Louvre and, as such, one of Champollion's successors. It was Ziegler who wrote the preface to the volume to be released Oct. 25, a cloth-bound facsimile of the 1841 version, embellished with reproductions of the 15 illustrated pages of Champollion's manuscript, six of them faithfully colored by hand.

Sidhom decided to print 5,000 copies of the volume, supplementing his own funds with a loan from the French National Center of Letters and hoping that the price, 630 francs (\$72), would make it relatively accessible to the general public.

He bought 20 tons of paper of the highest quality, 100-percent cotton fiber, because he wanted it to last, and insisted on the most resistant glue and ink on the market. He chose, for the illustrated inserts, to patronize one of the few printers in France to use the venerable colotype process, usually reserved for high-quality artistic prints, which etches a bichrome into a highly sensitive film of gelatin and, for fidelity to an original, beats photo-offset to a pulp.

To color the hieroglyphs, for which Champollion himself brought out his paint box, Sidhom enlisted the best British watercolorists, guaranteed to hold fast, and the services of André Jacomet, who runs one of the last workshops in France that still does illumination work with stencils.

It is an art that began to fade out with the hand-colored picture postcard, but Jacomet's small team is still there in a small, cobblestoned courtyard, working with what look like huge colored powder puffs and stencils of thin zinc.

In an acknowledgment of more recent developments in printing systems (Sidhom admits it is a gimmick), it was decided that everyone who cared to own a copy of the book could paste into it a booklet with his name inscribed in hieroglyphs, developed by another French Egyptologist, Michael Haimsworth.

Don't expect a pharaonic caricature: each letter is all too literally represented by a symbol, making minuscule of the ancient Egyptian. But, like the little personages that illustrate the book itself, they have a certain surreal charm.

Sidhom will be launching the new edition at the Salle de Champollion in the Collège de France on Oct. 24. He is also hoping to organize a small happening on the Place de la Concorde, drawing on Champollion to decipher its chiseled obelisk, which was inscribed 33 centuries ago.

U. K. Opera Company in Debt

The Associated Press

LONDON — The English National Opera's triumphant six-week tour in the United States this spring has placed the company in debt, allegedly because the governor of Texas failed to raise money promised by sponsors, a London newspaper has reported.

The opera company, which won mighty ovations in Houston, Austin and San Antonio, and later in New York City, has reported a deficit from the tour of £550,000 (about \$800,000). The Observer said Sunday.

The weekly said the group embarked on its May 24-June 30 American tour knowing that at least a quarter of its budget was not guaranteed.

The company is Britain's most highly subsidized arts organization, with almost three-quarters of its estimated £10-million total expenses this year paid by government agencies. The rest is raised at the box office.

It said the company had received a pledge from Governor Mark White to raise \$750,000 but ended up with a check from him for only \$23,000.

The governor, according to the paper, pledged the support after he had asked eight major sponsors, including American Airlines, Texaco and Exxon to each contribute \$100,000 toward the tour.

So far, the sponsors have failed to respond to appeals to honor the governor's assurances, The Observer said.

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BANKING AND FINANCE IN ASIA

A SPECIAL REPORT

TUESDAY, OCTOBER 16, 1984

Page 9

Tokyo Deregulation Draws Criticism From Some Banks

By Richard C. Hanson

TOKYO — Over the last 12 months Japanese banks have looked on with some uneasiness at the pace of liberalization in their own capital and financial markets. The prospect of free-wheeling competition with non-Japanese banks in Euroyen transactions is not, to put it mildly, the most welcome of developments.

This is especially true of the Finance Ministry's decision this spring to adopt what amounts to a near laissez-faire stance toward the international yen syndicated-loan market. Accustomed to competing under the gaze of official referees and at virtually guaranteed profit margins, banks are having to cope with what one official describes as "perfect freedom" in a market that not too long ago was strictly controlled.

As institutions, they are even more concerned about what happens when the Finance Ministry lifts its ban on Euroyen lending with a maturity longer than one year (short-term Euroyen loans were liberalized earlier). A decision to free up medium-term Euroyen loans could be made as soon as year's end. At the latest, it will happen some time by mid-1985.

In practice, medium-term Euroyen loans are readily being arranged outside Japan by non-Japanese banks for Japanese clients abroad. But when the official restrictions are lifted for Japanese banks, the impact will be like that of a mild tremor knocking over shaky vestiges of Japan's rigid postwar financial system, including the nation's much-honored but archaic fixed long-term prime rate (LTPR) system.

The LTPR (currently 7.9 percent per annum) is the most coveted tool of Japan's powerful long-term credit banks. It served as a crucial linchpin in the financial system throughout the postwar economic boom, having been held relatively stable over most of the postwar period.

Unfortunately, in an era of deregulation, the LTPR bears no relationship to genuine market rates. (It is fixed at a margin above the cost of long-term credit bank debentures, which are the banks' major source of funds.)

With demands for loans chronically low in Japan, it should come as little surprise that the majority of top-ranked Japanese companies are able to borrow at cost levels far below the long-term prime rate. Indeed, only about half of all bank loans are actually made at the prime rate, according to the Bank of Japan.

What should be surprising is that all foreign borrowers in the yen syndicated-loan market still do pay at the long-term prime rate, or at a small margin above it. In other words, IBM Japan Co. in Japan could probably raise yen at about 7 percent, but the parent IBM would have to pay 7.9 percent plus for yen. That is one reason that only one foreign company so far has tapped the market.

Japanese banks can argue that this has not discouraged foreign borrowers. Many appreciate being able to raise 10-year money at fixed rates. And borrowing yen is still much cheaper than borrowing dollars, by about 4 percentage points.

Since April this year, when the Finance Ministry lifted limits on how much yen banks (Japanese and foreign) can lend abroad, there has been a surge in volume. From April to September, such loans have been

(Continued on Next Page)



Shoppers in a Seoul market, above, and in Singapore, below.



Donor Nations' 'Aid Fatigue' Pushes Development Banks to New Sources

By Dinah Lee

HONG KONG — The phenomenon of "aid fatigue" in donor countries lending to developing countries has been around for many years now, leaving development bankers looking for new ways to fund their projects. Their solution is to turn toward the private sector — to commercial banks, the Eurodollar market or to equity investment in smaller financial institutions in the borrowing countries themselves.

The development banks' quest for new sources of funds has been made more difficult by the disillusionment of the commercial-banking sector in light of debt rescheduling problems with developing countries, especially those in Latin America, where big borrowers account for about 80 percent of the total bank debt of

some 25 countries worldwide now in arrears, in the process of rescheduling debts or struggling with rolled-over loans.

In value terms, net commercial bank lending to developing countries is on a steady decline. It dropped from \$47 billion in 1981, to \$34 billion in 1982, and to \$22 billion last year. In both 1982 and 1983, it fell well below meeting the interest payment needs of these "have-not" countries.

"There's aid fatigue slowing the cash flow through multilateral institutions, a slowdown in commercial bank funds, and direct investment in these countries is limited," said the director of the industry and development banks department of the Asian Development Bank (ADB), Akira Tsusaka. "So it's very important

(Continued on Next Page)

Recovery in U.S. Fuels Growth in Eastern Asia

By Patrick L. Smith

HONG KONG — The economies of East Asia are again setting the global pace this year, despite falling commodity prices and generally weak markets at home.

All four of the region's newly industrializing countries (NICs) — South Korea, Taiwan, Hong Kong and Singapore — are expanding by at least 7 to 8 percent; Japan and most Southeast Asian nations are growing only slightly less vigorously.

The key factor in this growth, of course, has been demand for the region's exports generated by the sustained economic recovery in the United States.

The exception to this is the Philippines. The Manila government is now awaiting approval of crucial new credits by the International Monetary Fund and the country's commercial lenders. Even with these funds, however, the economy is not likely to show significant improvement for well over a year.

Beyond the impressive numbers, the region as a whole is facing an uncertain future. Depressed commodity prices are unlikely to revive for at least 12 months, and industrial exports are increasingly threatened by trade barriers.

Apart from the Philippines, East Asian borrowers have thus far had no trouble meeting their obligations. But high interest rates are adding unexpected weight to debt burdens and forcing continued reductions in spending on development projects.

Debt service is now a prominent item in the budgets of Thailand, Malaysia and Indonesia. This has encouraged efforts in these countries to improve the performance of their domestic economies.

A number of governments are also adopting monetary reforms, such as decontrolled interest rates, intended to increase domestic capital resources. But Asia's current recovery is tied tightly to the economic fortunes of the United States.

Dependence on the U.S. market has now focused the region's attention squarely on the presidential elections next month. But most East Asian capitals are looking to the November election with mixed emotions.

To part, they are hoping that Washington's increasingly protectionist impulses will subside once the elections are over — particularly if, as most expect, President Ronald Reagan remains in office. Trade friction is now of paramount concern among manufacturers, who have benefited most from the revived U.S. economy and the strong dollar. Post-election relief from these seemingly relentless pressures would clearly be welcome.

At the same time, there is concern over the effects of high interest rates on the U.S. recovery and over what policies the new administration may adopt to control

the nation's budget deficit. Slightly reduced growth rates in Asia next year are already anticipated.

Slower growth in the United States has been evident since the middle of this year. This has reinforced the reluctance of most Asian executives to make new investments based on current levels of demand. The questions now are when will the U.S. economy begin to lose momentum more dramatically and how much it will lose.

The concern is that the U.S. recovery will not be sustainable after the elections," said Chua Wee Meng, managing director of Alfa-Pacific Securities in Singapore. "Declining commodity prices are the first sign of this."

Softness in primary-product markets took hold in this year's second quarter. By last month, a range of prices had declined significantly from their end-1983 levels — sugar by 40 percent, rubber by 20 percent, palm oil by 12 percent and copper by 10 percent.

Price movements have been irregular," said Willard D. Sharpe, Chase Manhattan's regional economist in Hong Kong. "But some Asian commodity producers are clearly facing less favorable trends than at the first of the year."

Several factors explain the decline. High interest rates have discouraged consumers from building inventories and drawn speculative activity into financial instruments. The strong dollar has also forced single-product exporters — many sugar and copper producers, for instance — to increase supplies to meet their debt obligations.

More fundamentally, the U.S. recovery has been concentrated in the services and technology sectors of the economy and less in demand for traditional manufactures. And many manufacturing industries, such as automobiles, have successfully reduced their per-unit consumption of raw materials.

The impact of this trend has been uneven — although Asia has weathered it with greater ease than less diversified regions. Thailand has countered low sugar and rubber prices with increased rice exports, the price of which has remained more or less steady since last year. But exports of other commodities have been hampered by the Thai baht's close link with the dollar.

Malaysia, the world's leading supplier of natural rubber, has offset falling prices with a continuing rise in manufactured exports and by increasing production of oil and natural gas. Malaysia is not a member of the Organization of Petroleum Exporting Countries.

Indonesia, which derives three-quarters of its export earnings from its petroleum sector, has been more seriously affected. Petroleum earnings have been declining since 1981; falling commodity prices have

(Continued on Page 12)

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Hieroglyphics



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A SPECIAL REPORT ON ASIA

Tokyo, Hong Kong Stock Markets Expect Advance; Singapore Remains in Slump

Special to the IHT

TOKYO — Asia's two top stock markets, Tokyo and Hong Kong, appear poised to advance this quarter, while Singapore desperately needs some good news to pull out of its slump. Asian markets in general have a lot going for them. The U.S. economy is absorbing imports at a record clip, many of them from Asian makers, and Asian economic growth rates are quite respectable. The region is politically stable and the markets' track records, even after the battering of the last few years, are better than many of those in Europe.

Even so, local hoaxes would welcome an advance on Wall Street, as a signal that U.S. interest rates have come down sufficiently to make capital gains, via stocks, a respectable alternative to high interest rates through dollar bonds. Conversely, if the American economy were to slide from its "cooling off" pattern to a distinct chill, exporters in Tokyo and elsewhere could suffer.

If the signals from New York remain neutral, however, Hong Kong and Tokyo should be able to move ahead under their own power.

Here is a look at the prospects from Asia's major bourses this quarter.

● HONG KONG — For over a year, Hong

Kong investors have faced an uncertain future.

When the clouds of the Chinese-British negotiations on the colony's future began to break, Hong Kong investors rejoiced. Since late July, an almost steady rise has carried the Hang Seng index up about 25 percent to the 1,000 level, with the final push coming in the form of an initial agreement came into view.

The accord contained few surprises, and investors have braced for a correction after the earlier rises. Nonetheless, there is a widespread view that with the political landscape stable, companies can get on with business. Business fundamentals are encouraging, and brokers expect foreign investors and fund managers who have shunned the colony to return.

Almost all brokerages are predicting that the Hang Seng index will climb to 1,500 this quarter, and a few, such as the Hong Kong Office of Vickers & Co. Ltd., are putting the upside at 1,550. For the first time in months, the question is not whether to buy, but when and how.

Some brokers say foreign investors should jump in now, to ride the surge of buying that will come as domestic investors bring their funds back home to invest in their own future. Others, though, say that a correction from the recent

gains is due, and investors can wait to buy on weakness.

Swire Pacific A makes almost everyone's list. The parent of Cathay Pacific airline has suffered long because of the uncertainties over how Beijing would treat civil aviation. Domestic-oriented companies are also in favor, with Jardine Matheson, Hong Kong Television Broadcasting, Hutchison Whampoa, most utilities and some banks drawing fans from one brokerage or another. The optimism is so widespread that it even encompasses a few hotels (Vickers likes Miramar) and properties. Among the latter, W.I. Carr, Sons & Co. (Overseas) likes Hang Lung and, for the long term, HK Land.

● TOKYO — The last weeks of September, which are the end of the fiscal first half, saw a flurry of upward revisions in full-year earnings projections by companies. Based on the good earnings prospects, domestic brokers like Daiwa, Nikko and others are predicting a stronger market this quarter, especially in blue-chip electricals and semiconductor makers. Nikko sees the Nikkei Dow Jones average rising to the 11,500 area, from its current levels of nearly 10,650.

Foreign brokers are shedding their doubts. Margin-buying balances — shares purchased on

credit that must be either sold or bought in full within six months — have fallen only slightly from the May peak of 2.78 billion yen to 2.6 billion yen now, and many of those contracts fall due in October or November. But Hank Sawa, of Prudential-Bache Securities in Tokyo, says that with domestic institutional investors "ready to pick up shares on dips," any shock from the liquidation of those positions will be muted.

Foreigners also are glad to see the market's "theme" shifting to more stable large-capitalization electricals, which have some chance of fulfilling the performance predicted of them, after the speculative "biotechnology" shares that were the rage for domestic buyers this summer. With domestic brokers recommending companies like NEC, Toshiba, Hitachi, Canon and Fujitsu, foreign analysts can comfortably agree.

The only worry is a slowdown in the U.S. economy. Japan has been shipping over 35 percent of its exports to the United States for several months now, and a drop in those exports might put a crimp in planned capital spending. Moreover, corporate forecasts are assuming that exports will at least remain high, even if they do not increase, and that worries some analysts.

particularly as semiconductor demand is expected to soften next year.

"Some of those forecasts are going to be very difficult to achieve if exports slow down," a foreign broker in Tokyo said. "It's not being talked about widely, but I've heard the subject broached."

Prudential-Bache's Sawa counters that because companies are using an exchange rate of 220 or 230 yen to the dollar for their forecasts, their predictions of about 15-percent growth are conservative. (The dollar has been in the range of the mid-240 yen lately.) And another broker notes that if domestic investors are going to focus on the next half-year's earnings prospects, foreigners more used to looking farther ahead might do well to shorten their vision.

● SINGAPORE — Volume has been so slow as to hurt commission income, prices are sliding and, with the fundamental and technical prospects dim, there is not much hope that things will improve.

The Straits Times index has dropped to around 890, and most brokers see it falling to 870, if not further. Singapore's domestic growth is sluggish, hurting virtually all sectors: banks, industrial, construction, properties and retail. There is little to be hoped for from the Malaysian budget, which is expected on Octo-

ber 18, and commodity prices are easing back down.

"Professional traders who were aggressively initiating long positions a few weeks ago, have retreated to the bunkers, and will need a new set of circumstances to reactivate," Vickers de Costa said.

Vickers rates the bellwether issue Sime Darby only a "hold," based on the brokerage's forecast full-year pre-tax earnings will be up only 3 percent, with sales up only 4 percent.

With so many sectors "either in the doldrums or moving in that direction," W.I. Carr says, "Prudence might suggest looking around for recovery stocks, but here the waiting period may prove unattractive."

● SEOUL — Since the Korea Fund was listed on the New York Stock Exchange this September, managers of Asian portfolios have felt obliged to do their homework on Seoul. After the earlier success stories of Tokyo, Hong Kong and Singapore, who can afford to ignore an Asian market where price-earnings ratios are in the fours and fives? Look for more money to go here, probably instead of going to Singapore, steadily throughout the quarter. Choosing a portfolio is not even part of the game, though. Unless you live in Korea, you either invest in Korea Fund or you don't.



Workers in a South Korean textile factory.

Tokyo Deregulation Draws Some Bank Criticism

(Continued From Previous Page)

estimated to have jumped from 1 trillion yen, compared with about 700 billion yen in the previous six months.

Both the number of borrowers and the size of individual loans have expanded. Over the summer, the market has swallowed three record-breaking loans. New Zealand and Australia borrowed 100 billion yen each. Canada followed with a 120 billion-yen credit. Borrowers range from power companies and road building authorities in southern Europe to a somewhat controversial loan of 20 billion yen to Comecon's Moscow-based International Development Bank.

The yen-loan's market role in the international debt crisis is also coming to the forefront. Japanese bankers and Mexico's Finance Ministry will get down to brass tacks with Japanese banks in October on redenominating yen into up to half of the \$7.4 billion it owes. Japanese banks, as agreed to in a worldwide rescheduling project, Japan has a 17.7-percent share of Mexico's total debt, spread among 28 banks. Some 40 percent is likely to be converted over the next three-and-a-half years.

While Mexico is not yet convinced that the yen is a good bet, Japanese banks can produce charts showing Mexico would be better off borrowing cheaper yen, with a minimum exchange risk. Mexico has been obliged to take about 80 percent of the new loans it has from Japan this year (17.7 percent of \$3.8 billion) in yen, at 0.925 percent over the long-term prime rate for a floating portion and 1.125 percent over the fixed portion.

That is good for Mexico, Japanese banks argue, because of cheaper yen loan rates (7.9 percent plus, against 12 percent plus for dollars) could save about \$370 million in interest payments each year, cutting Mexico's need for new money.

Yen loans, in turn, ease demand for dollars and, hence, pressure on Eurodollar interest rates. That should be good for Western banks, too.

The biggest problem facing Japanese banks, however, has been attracting trouble-free borrowers. Competition among the so-called city banks (the largest commercial banks), long-term credit banks, trust banks and life-insurance companies to curry favor with top-rated borrowers has led to a great deal of behind-the-scenes front-end commission rate cutting.

Indeed, the authorities finally abandoned their attempt to hold together a "consensus" on management commissions (previously a 0.5-percent margin) among banks. Prime borrowers can now expect to win terms as low as the long-term prime rate itself.

Examples of fierce competition are abundant. Nippon Credit Bank, the smallest of the three long-term credit banks, stunned the market in July by winning the mandate for the 100-billion-yen Australian loan by accepting easier terms on the commitment fee. A lively "soft-loan" market has also developed with big life-insurance companies grabbing yen-loan mandates by arranging to absorb dollar private placements at "sweetheart" rates.

Arguably, Japan's 13 city banks as a group have fared the worst in winning new business. (This, of course, ignores the role of foreign banks, which through more active in syndications than before, are still minor players.) The city banks' share of the yen-loan market has slipped to less than a quarter of the total from about one-third over the last year.

This is mainly because city banks, which are barred from raising funds longer than three years, must offer loans on the basis of a partly floating rate above the long-term prime, normally reviewed every six months.

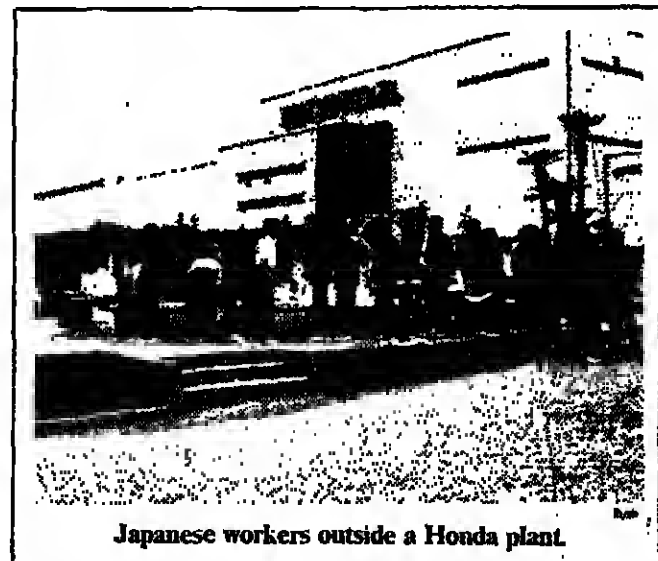
Long-term credit banks, trust banks and life insurance companies offer fixed-rate loans, which seem to be more attractive to the types of borrowers tapping the market. To the city banks' chagrin, their competitors of late have even begun offering floating-rate terms to borrowers.

To stem the tide, the top six city banks quietly banded together earlier this year to lobby the Ministry of Finance into allowing a new loan plan, which for the first time (officially) would break through the long-term prime rate floor. That plan has been dubbed the "external base rate," and would be the closest thing to a floating rate so far seen in the market.

The EBR idea is to quote terms based on the 90-day negotiable yen-denominated certificate of deposit (Euroyen CDs) will be allowed next year. The rate to the borrower would actually be a margin above the CD rate after certain costs have been added. Even so, banks believe they could offer interest rates of about half a percentage point lower than the long-term prime rate. (The CD rate has been used before in Yen loans, but only in deals where the long-term prime has been the floor.)

What the city banks want is to put the plan into effect before the authorities feel compelled to open the door to Euroyen lending. They have tried to line up the World Bank as a first candidate, and may consider offering the plan to a top-ranked foreign corporation in order to break the ice.

The EBR has merit, although critics say that Japan does not need what is essentially an artificially floating rate. Even when Euroyen lending starts up, Japanese bankers reckon the thinness of Euroyen funds will still draw the biggest borrowers to Tokyo, and presumably to either fixed-rate or EBR deals.



Japanese workers outside a Honda plant.

Donor Nations' 'Aid Fatigue' Pushes Development Banks to New Sources

(Continued From Previous Page)

that developing countries mobilize their own resources and use them more efficiently.

Mr. Tsusaka's department began its work in equity investment in 1983 under his predecessor, Robert Bakley, after five years of discussion inside the ADB. A major concern was the exposure of the ADB to the risks of the equity investment itself. As Mr. Bakley explained, if the bank is an equity investor rather than just a lender, it "lives or dies" with the project. But, he added in an interview last spring, "The bank is not poor; profits last year were \$179 million. We can afford some risk."

Under Mr. Bakley, the ADB launched its first two equity investments last year: a \$960,000 investment in the share capital of the Korea Development Investment Corp. and a \$3-million stake in a Pakistani development finance institution, Bankers Equity Ltd. Ten months into 1984, they have not announced a single new equity investment, but Mr. Tsusaka says that two more are scheduled for

early 1985: a \$300,000 investment in a Pakistani leasing company, the National Development Corp., and a \$1-million holding in Indonesia's only governmental development institution, Bapindo.

He also listed new possible projects in shipyard operations, galvanized steel and chemicals. Most controversial, he feels, is the question of the ADB involving itself in the development of local stock markets, or other security activities like brokerage houses and bond issues.

"Equity investment in capital markets of our borrowers presupposes expanded private-sector activities, and the liberalization of interest rates and market forces," Mr. Tsusaka said.

He could well have been describing the direction of the South Korean economy, the largest Asian commercial borrower on the commercial market, with total debt officially put at \$42 billion, placing it fourth in the world.

The Korean government's current program for financial liberalization includes the raising of inter-

est rates, increase in domestic savings and expansion of the stock market. "The South Korean government discussed the introduction of the Korea Fund on the New York Stock Exchange with us," Mr. Tsusaka said. "Our coming report on domestic resource mobilization in six developing countries discusses the merits and demerits of the idea. Theoretically, such an idea could be copied by a country like Thailand."

A second recourse to commercial funding undertaken by both the World Bank and the ADB is the encouragement of cofinancing of projects with the participation of commercial banks.

Cofinancing is at least 10 years old at the World Bank, and over the decade about half of the \$27 billion in World Bank projects involved cofinancing. Nearly 30 percent of these were Japanese commercial banks, compared with 24 percent for U.S. banks. However, the bank introduced a new cofinancing program last year in an attempt to get private banks even more involved than before. So far, they have had a

very slow start, with only one such loan to an Asian country, Thailand, in the 13 months of the program. Critics of the new program say that World Bank staff has been reluctant to take the increased risk involved and to make the necessary policy changes.

In brief, the new cofinanced loans, called "B" loans, provide for 15 to 20 percent direct participation by the World Bank in a commercial loan, instead of the traditional "parallel" financing where World Bank and commercial lending in a project remained distinctly separate.

Some World Bank officials fear that the bank's increased exposure to risk through a commercial loan will affect its high creditworthiness in international markets. But the World Bank's vice president for cofinancing, Teruyuki Obuchi, said in June in an interview with Asia-banking: "The future direction is that cofinancing will continue to increase. It's just one way to build up a closer cooperative relationship between aid agencies, private banks, bilateral organizations and

export credit agencies. The private banks are pulling out. They need some umbrella or scheme to continue this in a more orderly manner."

The ADB, too, has explored new types of cofinancing to stretch their aid dollars further. An average of only four projects were cofinanced until 1977, with the average amount less than \$100 million. The figure shot up to \$430 million the following year, largely because of the injection of oil money from institutions like the Islamic Development Bank, the International Fund for Agricultural Development and the Organization of Petroleum Exporting Countries.

However, the petrodollar liquidity has dried up with the drop in oil prices, turning the ADB's attention to private banks.

From 1970 to 1983, a total of nine projects had been cofinanced with export-credit institutions for \$183 million, and 22 projects with commercial banks, involving \$566 million of commercial loans. These were mainly for projects in middle-income developing member countries such as Indonesia, Korea, Malaysia, the Philippines and Thailand, and more than half of this cofinancing has been in the energy sector.

According to a senior cofinancing officer at the ADB, Randolph Earman, projects involving energy, infrastructure changes or manufacturing (for example, cement production) are steered toward commercial-bank cofinancing because their success or failure is easily quantifiable.

Nevertheless, according to the manager of the ADB's cofinancing unit, Eiichi Watanabe, the number of ADB cofinanced projects, have dropped in 1983 to 18 from the previous year's total of 25, with the corresponding amount down from \$937.8 million in 1982 to only \$793.1 million last year.

"If we attribute the cause of the drop to demand and supply, I would have to say that it is more due to reduced demand from developing countries, many of whom have severely cut back their borrowing budgets due to economic difficulties," Mr. Watanabe.

The most popular form of cofinancing is parallel financing, similar to the World Bank's "because creditworthy borrowers want to keep direct contact with the commercial banks," Mr. Watanabe said.

Complementary financing is another means of cofinancing, and provides better security for the lender. The ADB acts as the lender of record and administers the loan itself, while accepting no risk exposure.

"If the borrower defaults, nobody gets paid, but as far as the borrower is concerned, the lender on record is the ADB, not the private bank, and in case of rescheduling, the debt is classified as multilateral rather than commercial, and the private lender is exempted from any rescheduling."

For two countries who received loans through complementary cofinancing last December, Nepal and Pakistan, it was the first opportunity to borrow on the interna-

tional capital market, and a good introduction to new commercial banks. "They're getting loans they would not get otherwise," Mr. Earman said.

Both Mr. Watanabe and Mr. Earman concur that the abatement of the international recession, combined with Asia's good record for loan management and economic growth signal the possible end of the slump in borrowing.

Mr. Earman gives a rough projection of loans cofinanced with export credits and commercial banks (as opposed to official sources) for 1984 of \$494 million, compared to 1983's total of \$180.4 million.

Mr. Earman said that although they are watching the progress of the "B" loan program at the World Bank closely, he feels there is already enough flexibility in the

ADB's cofinancing structure to be attractive to commercial banks without the ADB participating as an actual part of the commercial part of loan. (The complementary cofinancing loan of the ADB involves two actual loans: one from the commercial bank, and a second from the ADB to the country.)

When asked whether he thought donor-country "aid fatigue" had caused the greater involvement of private banks in development lending, Mr. Watanabe said, "I think that theoretically you could suppose that increased private-sector participation is the cause, not the effect, of reduced donations," he said. But he agreed that in the United States, and to a lesser extent in Japan, the idea of more private-sector action and fewer government donations, is the current trend.

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A SPECIAL REPORT ON ASIA

Japanese Bankers Moving Rapidly In International Syndicated Loans

Special to the IHT

LONDON — Japanese banks in Europe have two types of operation — branch networks, which concentrate on commercial banking, and subsidiaries (sometimes joint ventures with foreign partners), which by and large concentrate on merchant banking and securities business.

By far, the largest branch network is maintained by the Bank of Tokyo, which in its most recent annual report listed some 250 offices worldwide, including 36 agencies and branches and stakes in 25 subsidiaries and affiliates. Even the largest Japanese city banks (commercial banks) are a long way behind, but are growing rapidly. The biggest — Dai-ichi Kangyo Bank (DKB), had at last count 45 overseas offices.

Through their branches the Japanese banks participate in Eurodollar syndicated lending — the first area they tackled overseas and one in which they still maintain an impressive presence.

In the first eight months of this year, there were 12 Japanese banks in the top 40 lead managers of international syndicated loans, headed by the Industrial Bank of Japan (in seventh place) and the Bank of Tokyo (11th).

For Japanese banks in Europe, syndicated lending is still an important part of their activities, and the top Japanese banks can compete with anyone. In mid-September, for example, Bank of Tokyo was one of three banks to share the most sought after mandate of the year — a \$1.5-billion seven-year credit for New Zealand.

Problems with defaulting debtors, and intense competition between banks to get mandates from the more popular borrowers, which has eaten into profitability, have caused Japanese banks to look elsewhere for growth and profits.

For the banks, the most exciting prospects are in merchant banking, through their subsidiaries in London, Switzerland, West Germany and the Netherlands.

The area most Japanese banks

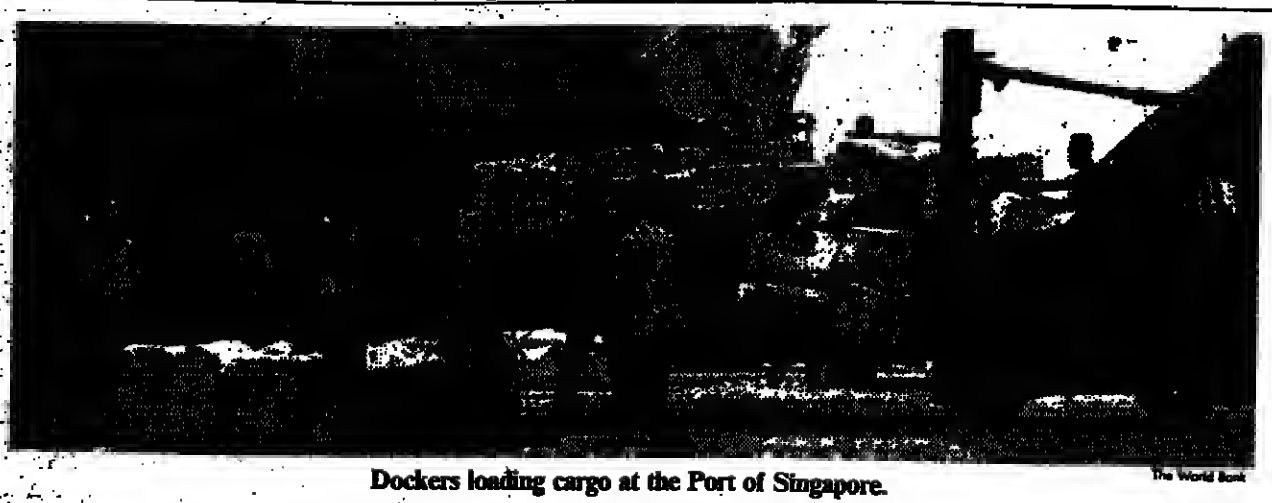
would like to tackle is the lead management and underwriting of new Eurobond issues. It is an attractive market for several reasons. Returns are good — the fees on a typical bond issue are over 2 percent. There are good trading opportunities from bond dealing. Big institutions — and the Japanese city banks are large by any standards — enjoy a comparative advantage in underwriting large issues. And for strategic reasons banks would like to manage overseas bond issues in order to strengthen their case for more securities business at home, where they are severely constrained by Article 65 of the Securities Exchange Law (Japan's equivalent of the United States' Glass-Steagall Act, which separates banking and the securities business).

"In Japan, because of our version of Glass-Steagall, we are limited in our activities. It is only in the Eurobond market that we can get lead management," said Junichi Nishiwaki, managing director and chief executive of Mitsubishi Finance International in London. "We should like to be one of the top Eurobond issuing houses."

So far, however, the banks have done very badly in the European bond markets, and have obtained only a very small proportion of business. In early October, Mitsubishi Finance International got what it claimed was the first sole lead-manager mandate from a non-Japanese borrower, the Mortgage Bank of Denmark — a coup that the bank attributed to its decision to have an internationalized staff able to compete in the open market for non-Japanese mandates.

"We could have run the books on anything from day one," Mr. Nishiwaki said, "but we thought we would establish our credibility first" — a policy that meant that the bank took a very large number of subsidiary positions in the new issues but only nine co-lead managements.

It may be that Mitsubishi Finance's path-breaking success heralds a new wave of aggressive competition in the bond markets from Japanese banks in Europe, but any



Dockers loading cargo at the Port of Singapore.

decisive grab of market share is unlikely for some time yet. So far, they have made very little impression on the market, with the most active Japanese banks — IBI, Bank of Tokyo and Sumitomo Bank — a long way behind the market leaders. In the first eight months of 1984, even IBI ranked no better than 25th in lead management of Eurobonds.

Exactly why the Japanese banks have failed to get very far in the Eurobond market is not at all clear. As relative newcomers, they can hardly expect to match overnight the expertise of Credit Suisse First Boston, Deutsche Bank or the big American houses like Morgan Guaranty, Merrill Lynch, Morgan Stanley and Salomon Brothers. Even so, they have not been able to make the sort of showing that might be expected from banks of their size. One of their handicaps is the absence of a steady flow of issues from Japanese issuers. The Japanese banks lack a natural clientele, since the most popular form of overseas borrowing by Japanese firms is through low-interest debt in Switzerland — business that goes to Swiss banks.

That is why they are eagerly waiting for new developments in the Eurobond market. As a result of deregulation, the Eurobond market is now, in theory, open to a wide variety of the better Japanese corporations and to overseas borrowers. Because they have close links with the borrowers, and much greater flexibility in providing yen funds, Japanese banks hope to monopolize the business, especially when they are given the right to compete with Japanese securities houses for the lead management role (what Japanese bankers call the "top left" role, from the lead manager's position on the top left of the tombstone advertisement for an issue).

So far, however, Euroyen bond issuance has been minimal — only four issues all year, with a total value of some \$260 million, because would-be borrowers from Japan face a tax penalty on their issues. Although bankers are confident that in the longer run the new market will give them profitable opportunities, for the time being they have turned to other lines of merchant banking and securities business.

One area that has worked out well is swaps — deals where one type of debt is swapped between two borrowers (interest-rate swap) through a banking intermediary, or where debts denominated in different currencies are swapped (currency swaps).

"We want to expand our swap business, and foreign exchange swaps in particular," said Kazuo Fujii, director and general manager of Bank of Tokyo International in London, BOT's merchant banking unit.

"Our specialty is yen/dollar swaps, but we want to do more against sterling, against ECUs and against other currencies."

Other bankers agreed. "As Japan's biggest bank, we are naturally well placed to do yen/dollar swaps," said Taji Yamada, managing director of Dai-ichi International in London, "but we are also keen to be active in interest-rate swaps and other types."

Japanese city banks stand to do well in the swaps market for two reasons. One is that the market depends on matching two counterparties, and the city banks have an

unrivaled knowledge of Japanese corporations' financing needs. The second is that Japan's Ministry of Finance liberalized access to swaps in late 1983, given rise to a flood of new business as Japanese firms used swaps to create cheaper funds than they could obtain in Tokyo.

Another important area for Japanese banks is fund management. Japan has for a long time been one of the most glamorous and profitable areas to invest in. Japanese banks, however, see little or none of the business. A U.K. investor, for example, is likely to go for a unit trust (mutual fund) specializing in Japanese equities and run by a U.K. institution — a specialist fund-management company, an insurance company, a stockbroker or a merchant bank.

The only benefit to Japanese financial institutions is the brokerage commission payable to Japanese securities houses when buying Japanese equities. Foreign firms keep the management fees.

Now, however, Japanese banks are trying to muscle in. At the end of August, for example, Bank of Tokyo set up a joint venture in London with a fund-management company, Touche Renmant. The new unit, BOT Touche Renmant Asset Management, is intended to marry BOT's extensive network of offices and Touche Renmant's fund-management expertise.

There will undoubtedly be other joint ventures along the same lines. The banks are determined to get into fund management both overseas and in Japan, where they are mired in a struggle to manage corporate pension funds — a sector until now confined to trust banks and life-insurance companies but now eyed by city banks (as well as by Japan's brokers and by foreign banks).

In the longer term, two other areas attract Japanese banks in Europe — retail banking and capital market business in Europe's domestic capital markets.

In the United States, the first big expansion of Japanese banks' activities came through acquisition of American banks, almost entirely in the states of New York and California, giving Japanese banks extensive retail branch networks. In Europe, only Sumitomo Bank, with its purchase this year of 52.67 percent of Switzerland's Gotthard Bank, has made a move. Other purchases will follow — Europe is too big a market for Japanese banks to ignore, and they have the funds to shop around. It is also the part of banking that Japan's city banks know best — DKB alone has some 350 offices in Japan, and collectively the city banks are extremely efficient at retail business. Their biggest obstacle is likely to be European central banks' reluctance to let control of domestic banks pass overseas — an attitude seen, for example, in the United Kingdom when the Hong Kong and Shanghai Banking Corp. was rebuffed in its bid for the Royal Bank of Scotland.

The second area, underwriting activity in Europe's domestic capital markets, has been barred to Japanese banks by European cartels (the Eurobond market, in contrast, is open to anyone). In Switzerland, for example, a cartel agreement limits the number of foreign firms that can participate in a Swiss franc bond issue by a foreign borrower, sets a maximum percentage share for the foreign firms and confines them to subordinate roles in arranging the issue.

Japanese firms have not taken kindly to the restrictions, since Japanese corporations are by far the most frequent foreign borrowers in Switzerland and Japan's banks and brokers feel that they should get a fairer share of the market.

Japan's banks have their eyes on those domestic markets. Whether they get anywhere depends on mutual deregulation of capital markets in Japan and Europe. Japan's record in deregulating its domestic market for overseas borrowers is good. Considering Japan's reputation for protecting its economy from foreign competition, it is ironic that in two areas — acquisitions and domestic underwriting — Japanese banks can now claim they are being held back by European protectionism.

Fluency in written and spoken English is essential. Staff and their families will be based in Manila, Philippines.

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A SPECIAL REPORT ON ASIA

Hong Kong and Singapore Await Impact Of Financial Deregulation by Japanese

Special to the IHT

TOKYO — Japan's deregulation of its financial markets is intended mainly to increase the scope for transactions between Japanese and foreign financial markets and institutions.

Two major practical consequences are expected to result from this trend. First, because Japan has a high rate of personal savings, it is likely to become a major exporter of capital both through loans to overseas borrowers and direct or portfolio investment in overseas assets. Secondly, in theory at least, deregulation should mean more opportunities for foreign financial institutions to do business in Tokyo.

Tokyo should, therefore, gradually increase its share of worldwide international financial transactions, which has until now been relatively low. For instance, in the year up to September 1983, just 8.6 percent of world international banking transactions took place in Tokyo, compared with 26.6 percent in London, and 15.4 percent in New York — although Tokyo has the second largest economy in the world, after the United States.

Tokyo has for most of this century housed by far the largest concentration of financial resources in Asia. Its stock market is the world's largest after the New York Stock Exchange. Its Big Four securities houses are the equal of all but the biggest U.S. investment banks. Its commercial banks are among the largest in the world. But the Japanese government has until now re-

sisted internationalization of domestic finance. Through the high-growth 1950s and 1960s, it preferred to channel domestic savings cheaply to help industry reconstruct and grow.

If, in the 1980s, Tokyo is to emerge as a major international financial center, at whose expense will that be? Does Tokyo's deregulation spell problems for Hong Kong and Singapore, which became the international centers of Asia in part because Japan did not compete? Or will Japan's liberalization mean that bigger financial transactions can now be handled within Asia rather than going to New York or London, to the benefit of other Asian financial centers?

Much will depend on how far the liberalizations promised by Japan's Ministry of Finance in theory work out in practice. Some foreign banks, for instance, will be allowed to manage Tokyo corporate pension funds next year — just as, perhaps, foreign automobile makers have long been allowed to sell their cars to Japanese buyers. The Japanese marketplace can be a murkier thing in practice than on paper. Foreign banks have been operating in Tokyo since the 19th century. There are now 75 of them with branch status. But 15 of them lost money last year, while the average return on assets for the group was just 0.06 percent, less than one-tenth of the profitability that would be expected in most other major markets in a reasonable year.

But many foreign institutions

now seem convinced that Japan will be at least the most challenging — and possibly the most rewarding — international market of the coming decade. They are recruiting new staff, and bidding up premium wages for anybody bilingual in English and with financial experience. One U.S. investment bank increased its staff from 15 in 1983 to 50 now, and expects to triple it again by 1986.

While Tokyo is becoming a more dynamic and forceful international financial center, Hong Kong and Singapore are sagging. Bread-and-butter sovereign lending has been slowing over the last two years, though Asia's borrowers have remained more buoyant than most. In Singapore, domestic economic growth has compensated the financial sector for slower offshore banking business. Hong Kong, though its manufacturing economy has remained strong, has been able to offer little by way of home comfort. After two years of tense negotiations, Britain recently agreed to hand the colony back to China in 1997. China promised to maintain Hong Kong's capitalist way of life for at least another 50 years. But worry about the future has sapped Hong Kong's vitality. It is no longer the unabashedly optimistic place of five years ago. Bankers wonder whether China, which lacks even a convertible currency, can resist a bureaucratic impulse toward restricting and regulating financial markets whose major acknowledged strength has been their freedom from official intervention.

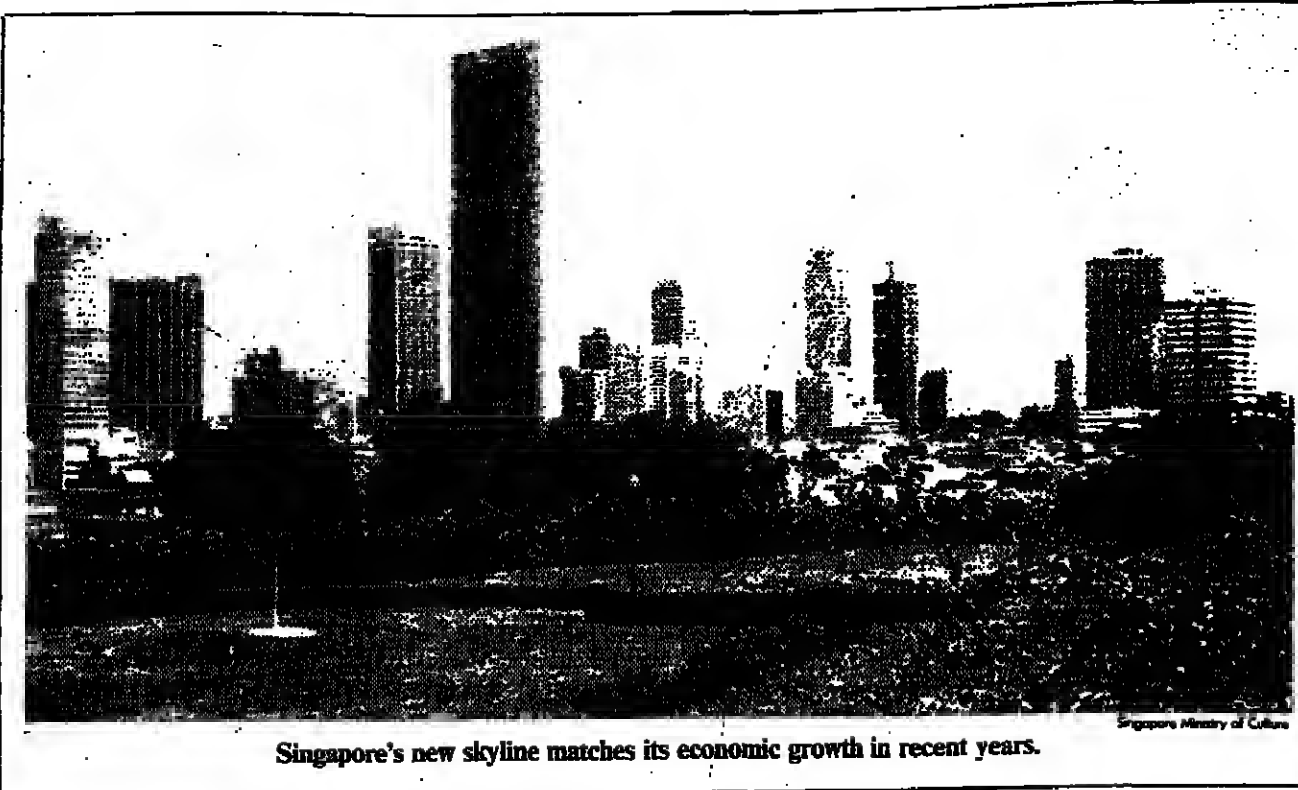
Already Japan's internationalization is attracting some Hong Kong bankers, stockbrokers and fund managers into Tokyo, particularly those who are less optimistic about the colony's prospects under — and during the run-up to — Chinese sovereignty.

If Japan's financial barriers are truly lowered, Tokyo will exert a powerful "pull" on foreign institutions as the natural location for major Far East offices. The major attraction will be the base of potentially strong domestic business on which to build. But the more international banks that come to Tokyo, the more fully international business can be done there. It may be convenient, for instance, to negotiate a U.S.-dollar syndicated loan in Tokyo, even if it is then booked through Hong Kong or Singapore branches.

Financial institutions may also prefer Japan to other Asian financial centers because they want direct access to Tokyo's capital markets as a source of funding for international loans. The syndicated lending boom of the 1960s and 1970s was largely a U.S.-dollar phenomenon. But with many Asian countries enjoying strong economic growth, the proportion of Asian yen credits is increasing.

Bankers and officials in Tokyo are still arguing about a possible further deregulation step that would have a much more clear-cut impact not just on Hong Kong and Singapore, but also on London and New York — creation of an offshore banking center in Japan.

The pro-offshore banking lobby is led by a blue-chip member of Tokyo's financial establishment, Takashi Hosomi, a former vice president of finance. Mr. Hosomi wants a system modeled on the international banking facilities (IBFs) successfully set up in the United States in 1981, allowing banks to undertake offshore transactions free of withholding tax or reserve requirements.



Singapore's new skyline matches its economic growth in recent years.

U.S. Recovery Fuels Growth in East Asia

(Continued From Page 9)

blunted recent efforts to offset this with increased commercial-crop production.

"The Indonesians are now braced for the worst," Mr. Sharpe said. "The worst being another downward break in the oil price." Indonesian production has been exceeding its OPEC quota of 1.3 million barrels per day by 10 to 15 percent.

The Philippines has been hit hardest of all. Both sugar and copper — two of its major exports — are now trading at prices below the minimum required for profitable production. As a result, two mining companies have already closed — cutting copper output by 20 percent. Because of the poor long-term outlook for sugar, President Ferdinand Marcos has announced plans to reduce the sugar crop next year by the same percentage.

These difficulties have been partly offset by a healthy rise in the price of coconut oil, of which the Philippines is the leading producer.

Nonetheless, while commodity prices are not the core of Manila's problems, they will contribute to what is expected to be a negative growth rate this year. Estimates of the contraction currently range from minus 1.6 percent to minus 6 percent.

The problems of Asia's primary producers are in stark contrast to those of industrial exporters — the four NICs and Japan. These nations have experienced unexpectedly strong demand from the United States this year. As a consequence, most have outperformed their own economic growth forecasts: all of them are raising exports far faster than this year's 6 percent increase in world trade — particularly in such industries as electronics and textiles.

On balance, these nations have thus benefited from the strength of the dollar — despite inflationary pressures evident in both South Korea and Taiwan and an increased capital outflow in Japan. But there is widespread concern

that the growth momentum achieved this year will evaporate quickly once the U.S. economy slows down.

Capital investment and consumer spending have generally been weak, in part reflecting uncertainty about future export prospects. In addition, most governments have continued to limit public spending. These factors have kept the strength of the export sector from carrying through to domestic economies.

"In an environment of high interest rates, you don't get much private investment," says Eric Nickerson, the senior economist at Bank of America's Asia division in Tokyo. "And with respective fiscal policies, there won't be much staying power."

Spreading trade barriers have only heightened concern over export dependence. The United States has already established another record trade deficit this year — it reached \$83.68 billion at the end of August, compared with

\$69.39 billion for the whole of 1983. Asian industrial exporters have been major contributors to this.

Some U.S. officials now predict that Japan's trade surplus will reach \$36 billion next year, up from an expected \$30.9 billion this year. Taiwan is expected to record a \$10-billion surplus in two-way trade this year, an increase of 50 percent from 1983.

The result has been predictable. Both Taiwan and Korea are now facing increased pressure on exports and demands to open up their domestic markets. Recent U.S. actions against textile producers are likely to affect almost every country in the region, including China.

Officials in most East Asian capitals are now scrambling to placate Washington and avoid damaging confrontations over trade. Mr. Reagan's recent decision to limit steel imports, for instance, has been welcomed in Japan and Korea because restraints are nominally voluntary.

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Singapore's Merc Link: 24-Hour Trading Pays Off

By Joyce Quek

SINGAPORE — Nothing in recent years has excited Singapore's central bank, the Monetary Authority of Singapore (MAS), more than the link-up of the Singapore Monetary Exchange (SIMEX) with the Chicago Mercantile Exchange.

The all-important element of timing was more than fortuitous for the Singapore exchange. The link-up brought not only the prestige of being the first non-American exchange to link up trading overnight with Chicago's Merc, but also the fruits of getting established first.

It became privy to the Merc's well-tested clearing and clearing systems by the time. Even before approval from the U.S. regulatory body, the Commodities Futures Trading Commission (CFTC), was given for the link-up, Chicago had already sent its experts and trainers to Singapore.

And more importantly, SIMEX gained access to the immense liquidity of the Merc to fuel its growth to a target of 3,000 to 5,000 contracts daily on a sustained basis.

For a country that is, by geography and inheritance, given to trade, Singapore's trader mentality will be honed to an even finer point. The link-up is another way of injecting entrepreneurial flair in trading volume for margin. SIMEX flamboyantly describes the typical local, the

individual nonclearing member, as a man who is able to take risks, a man who wants to become a millionaire.

Moreover, the link-up is also a gateway to achieve the 24-hour trading, essential in the government's plans. Already, exploratory talks are being held with the London International Financial Futures Exchange (LIFFE) for a link-up. And, plans are being made for SIMEX to trade in a Japanese stock index and crude-oil figures.

SIMEX rose from the ashes of the Gold Exchange in Singapore, which, two years ago, had been operating under very unhealthy business practices. The public lost money on the Gold Exchange through a combination of factors — fraud, its own bad market judgment and its gullibility. Registered complaints caused the government to investigate 24 of the more than 70 firms then operating.

A total of 21 firms on the Gold Exchange were ordered to be shut down for giving unlawful loans, trading with suspended Hong Kong firms or dealing in practices prejudicial to the public interest. The number of remaining firms decreased as some ceased operations.

Weekly gold trading volume fell drastically between January and April 1984. The government was thus faced with a dilemma that it had to resolve in a hurry. It had to erase the unsavory aftertaste of the Gold Exchange shenanigans, which had tarnished Singapore's business confidence and set back its plans to be an international financial super-market.

The government's aim was "to make Singapore the premier market maker in Asia for gold, foreign exchange and U.S. dollar interest rates," said Ng Kok Song, the manager of the international department of MAS, who is the prime mover of SIMEX as its chairman.

"It takes a lot to build a new market," Mr. Ng said. "The political and business climate has to inspire confidence, the new market has to prove credibility and integrity in terms of liquidity, sound business practices and reliable systems for clearing and market surveillance."

It was no mean task to build up confidence — in the shortest period of time — in the newly created SIMEX. The government had been working on the concept of a financial futures market since 1982.

In light of the Gold Exchange's problems, SIMEX would have to be carried out as a respectable business with proper business practices. It was as novel in this area as it was daring — to provide an organized exchange for gold and financial futures, which would be linked up with other international financial centers on a mutual offset system, on a round-the-clock trading basis.

The planners asked themselves whether they could achieve a link-up in the world's largest capital market, the United States, with an exchange that would have the expertise and technology in developing a trading and clearing system. "SIMEX is our vehicle for establishing Singapore as the center in Asia for trading gold and futures contracts," Mr. Ng said. "We are already an important center for

trading physical gold exchange and international money instruments."

To him, the emergence of the United States as a significant force in the financial market suggested the potential for similar markets in Singapore's time zone. "Not only do market participants in Asia desire a market in their own time zone, but in this age when financial markets do not sleep, U.S. and European operators can also be attracted to deal in our futures market here, as they currently do in foreign exchange and gold," he said.

The Chicago Merc, an innovative newcomer that has become the fastest growing and most successful exchange in the world, is credited with developing the futures and options markets and is threatening to steal much of the thunder not only from the New York Stock Exchange but also the New York Commodity Exchange (COMEX) as well.

As one of the two largest commodity exchanges in the world, the Merc has much to offer. The timing for SIMEX's approach to the Merc coincided with the various American exchanges' realizing that fighting over the same market would only divide the spoils.

The Americans saw that helping overseas markets, such as SIMEX, would encourage trading in different time zones and could boost overall transaction volumes. The reasoning was that, being the leaders in expertise, volume and market liquidity, they would get the lion's share of the business.

A mutual offset system links the computer of SIMEX and the Merc's clearing systems. It thus removes overnight risks as a position taken on one exchange can be liquidated hours later on the other by bridging the 13-hour time difference between Singapore and Chicago.

The system also cuts transaction costs since a deal made on one exchange and offset on the other is treated as one transaction, not two.

A Singapore trader opens contract in one exchange, executing a buy or sell order from Merc members. He closes it off in the other exchange by sending it back to the Merc's Chicago clearing house, which processes the executed order and collects the margin and settlement fees from the Merc member.

The SIMEX-Merc link-up allowed longer trading hours, which in turn allows traders to respond more quickly to market-moving news, for example, money-supply figures that would affect interest rates and the U.S. dollar's movements, after the U.S. futures trading closes.

They can trade on SIMEX, which would reopen 13 hours before the U.S. market or eight hours before the London market starts, and adjust their positions accordingly.

The trading hours on SIMEX have been extended for Deutsche Mark and Eurodollar contracts to capture the trading interest arising from the opening of the financial markets in Tokyo and London. SIMEX starts trading with Sydney, Tokyo and Hong Kong and continues through the day with London and Zurich.

The mutual offset arrangement should lead to greater liquidity for the Singapore market; one of the most important factors determining the success or failure of a futures market is its ability to ensure that the exchange has sufficient liquidity. A liquid market is one that enables traders, both big and small, to transact without significantly affecting the price of a contract.

With the link-up approved and in place, volume rose to almost 3,000 contracts a day. The exchange's fortunes have risen and fallen since, but it has succeeded in establishing itself as the first in the Asia-Pacific region for financial futures.

One of these reportedly urged the authorities not to grant approval until the SIMEX-Merc's contracts were published. In the end, SIMEX started trading on its own in gold futures even before receiving the CFTC's approval for the link-up. On its second day of trading, it broke the Gold Exchange's trading record.

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HIGHLIGHTS — 1983	
	US \$
Capital & Reserves	71,185,000
Deposits	3,074,325,000
Advances & Investments	2,374,401,371
Total Assets	4,163,347,865
By the Grace of Allah UBL has achieved the highest growth rates during 1983, as shown below:	
Deposits	53%
Advances	35%
Foreign Trade	101%
Profit	31%
Assets	45%
UBL also declared highest rates of profit on Profit/Loss Sharing Deposits for the year 1983.	

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Automation Is Lagging in Singapore

Special to the IHT

SINGAPORE — Some time later this year, Singapore will acquire another symbol for status-conscious executives to sport on their hips. Riding alongside their designer label and telephone pager will be an alpha numeric pager, a useful tool for traders and dealers monitoring price movements in a variety of financial markets. The pager, essentially working along the same lines as a telephone pager, can monitor price developments in 10 different terms, including shares, market indexes or currency and commodity movements.

The device is seen as a natural tool for dealers in Singapore's growing foreign-exchange and financial futures markets. It also fits in well with the island's ambitious plans to computerize and automate as many functions as possible.

But despite these visible symbols of technology advances, automation has yet to gain wholesale acceptance in Singapore. In banking, despite nearly a decade of creeping computerization — in over-the-counter services as well as in the backroom — customers are still un-

willing to forgo human contact when they come to the bank.

Despite the large amounts spent on automated teller machines (ATMs), senior bankers are still worried about the long queues that still crowd their banking counters, slowing down transaction volumes.

ATMs, which are capable of providing more than cash-dispensing services around the clock, have been installed and operational for more than six years. More than 400 machines now dot the island, located not only within bank interchange stations but at petrol stations as well.

Ten major banking groups operate ATM networks on the island. The Development Bank of Singapore (DBS), the Overseas Chinese Banking Corp. (OCBC), the United Overseas Bank (UOB), the Hong Kong and Shanghai Banking Corp., the Chartered Bank, Banque Paribas, Citibank, Chase Manhattan Bank and the Post Office Savings Bank (POSB) operate independently. A 10th major bank, the Overseas Union Bank (OUB) in combination with four other smaller Singapore banks operate a joint

network through a company called Automated Data Processing.

Because of the multifunctional nature of the ATMs — they accept deposits as well as allow inquiries (all the rudimentary functions of a bank branch), most of the commercial banks have to seek permission from the central bank, the Monetary Authority of Singapore (MAS), before they can install a machine in a new location.

The only exception to the rule has been the POSB, which, as the national savings bank, has the largest number of banking accounts in Singapore — 2.5 million — equivalent to one for every member of the population. POSB's cash-on-line ATM network is the most intensive on the island with more than 190 outlets.

The limited use made of ATMs, though, are severely crippling further plans to automate more banking services. Funds transfer facilities have yet to be fully utilized. The banks here have yet to tap the interbank Giro System to handle bill payments for utilities and other bills. Banks have even toyed with

(Continued on Next Page)



The Yue Loong automobile factory in Taipei, Taiwan.

Investor Confidence Is Key to Debt Recovery in Philippines

By Abby Tan

MANILA — As the only Asian country under a debt moratorium, the Philippines will have a continuing shortage of foreign exchange until the end of the decade and commercial borrowings will be hard to come by until — and unless — confidence among local and foreign investors is restored.

Bankers are going to be shy of the Philippines because of all the booming economies of East Asia and the Association of Southeast Asian Nations (ASEAN), the Philippines always gets dishonorable mention with poor credit ratings. The Philippines' image abroad suffers from a crisis of confidence, with a seeming inability to show political will to put things right.

After nine months of negotiations, the Philippines finally submitted a letter of intent to the International Monetary Fund (IMF) for a \$1.5-billion special drawing rights (SDR) standby facility in the third week of September. This is only the first hurdle to a few more months of careful planning and delicate negotiations for the years of austerity that the Philippines must undertake for economic recovery.

Bankers and economists are ready to be optimistic about the Philippines' long-term prospects, given its built-in potential. As an economist at one of the foreign banks said: "There is no reason why the Philippines should not be the highest performer in ASEAN rather than the lowest as it is now. It has all the inventories of resources. But a lot is going to depend on the country's leaders' motivations. Fundamental changes have got to be made in the way the Philippines is running the economy, a sensitive use of foreign exchange and choosing production types that can earn foreign exchange. We can't have waste, loss and corruption of the past."

The short-term prospects are gloomier. Bankers are

not talking about syndicated loans beyond the \$1.65 billion new money it hopes to get from its 483 creditor banks to the rescheduling talks, which began on October 1. Before the moratorium of October 1983, the Philippines was already being charged more than 1 percent above the London interbank offered (Libor) for short-term loans and 3/4 percent above Libor for medium-term loans. In comparison, Thailand, Indonesia and South Korea are being charged much lower.

Manufacturers Hanover Trust heads a 12-bank advisory group that together holds 90 percent of the \$10 billion to be rescheduled out of the \$25.6-billion foreign debt. Smaller banks have balked at the prospect of kicking in new money, which would represent 12 percent of each bank's total exposures.

The IMF approval for the credit facility will unlock a three-pronged credit request: rescheduling with commercial banks, including \$6.4 billion to arrears; \$3.3 billion in new funds (\$1.65 billion each from the banks and an equal sum from multilateral agencies such as the World Bank and the Asian Development Bank), and trade credits estimated at more than \$2 billion.

These are the figures the Philippine government hopes to work on. Foreign bankers in Manila say that they are unsure of the exact amounts involved. The Philippines' actual financial needs are being assessed by an economic subcommittee of the advisory group chaired by Morgan Guaranty Trust.

Analysis predicts that the rescheduling will only be completed in early 1985 and that a fourth extension of the 90-day moratorium, which expired on Oct. 14, would be necessary. In the meantime, the Philippines is seeking bridge financing from the United States and Japan and a small amount from South Korea, in the region of \$150 million to \$160 million to cover the first two tranches of the IMF facility, which will be released over 18 months.

Among its important creditors are the U.S. Ex-Im Bank and the Commodity Export Credit Corp., the Japanese Ex-Im Bank and the Overseas Economic Cooperation Fund, Hermes of Germany, Coface of France, the Export Credits Guarantee Department of Britain and the Canada Development Corp.

The Philippines has sought to strengthen its own domestic banking system by encouraging the merger of weaker banks with bigger ones. The governor of the central bank, Jose Fernandez, explaining the rationale behind this move, said that the Philippines could not hope to get outside financing anymore and must rely on its own domestic resources.

One of the largest banks, the Bank of Philippine Islands, recently bought over Family Trust Bank, and the government-owned Commercial Bank of Manila absorbed Royal Savings Bank, a bankrupt provincial bank.

It was the Philippines' international structural weakness that caused several upheavals on the IMF agreement. Foreign creditors were dismayed over the infamous \$600-million overstatement in the foreign reserves. Then money supply went out of control, topping an unprecedented 38 percent at the end of 1983. Political necessity overrode economic caution when the government borrowed 5 billion pesos (equivalent then to \$357 million) to fund the legislative elections in May. The government poured in billions of pesos more to prevent the collapse of the banking system hit by a widespread bank run in July.

The price the Philippines will have to pay in return for the IMF agreement will be high indeed. The Philippines peso will have to be devalued for the fourth time. The first official slide began in June 1983, when the peso was pegged at 11 to the dollar, then reached 14 in October 1983. Trading last week had the peso going steadily downward, at 18.21.

The country had a four-tier multiple rate — for exports, imports, interest payments and the black-market rate. The four rates are being standardized at a rate bankers predict will be around 31 pesos to the dollar. The high inflation rate was another major stumbling block to the IMF's approval. The inflation rate in August, on an annualized basis, was 60.35 percent. Economists predict that the entire year's overall rate will settle at 40 percent, still the highest anywhere in Asia.

The central bank has to continue mopping up excess liquidity through the open-market operations, like offering central bank bills at 32 percent interest. This has forced the pesos out of the bank vaults.

The government is committed to reduce its budget deficit for 1985 to 1 percent of gross national product. The deficit of the 13 government corporations, which was even bigger than the national government budget deficit, will have to be drastically slashed to 11 billion pesos in 1985.

The Philippines must also undertake structural reforms as stipulated by the World Bank to start dismantling monopolies of sugar, coconuts and food and instituting a more equitable pricing policy. To begin with, the Ministry of Agriculture has been strengthened as the main planning agency with greater authority. In the process, the National Food Authority, which operated independently before, now has its powers reduced.

Some bankers predict that the economy may be able to turn around much more quickly if the growth rate of its traditional markets — the United States and Japan — is able to reach the target of 4 to 6 percent in 1985, thus making Philippine exports a key factor. Still, it will be the Philippines' internal resilience and its will to make sacrifices that will make the difference in the long run.

Thailand Retains International Credibility Despite Domestic Banking Problems

By Peter Janssen

BANGKOK — It has been a very full year for Thailand's financial community. The fiscal year 1983-84, which ended on September 30, included the near collapse of almost a dozen finance companies, the takeover of the Asia Trust Bank, the proliferation of unregulated money markets and the unceremonious dismissal of the governor of the Bank of Thailand, the central bank.

Despite the crises, some of which have yet to be fully defused, Thailand's international credibility has not been seriously blighted, according to bankers in the capital.

"The Thai are naturally cautious people who are cognizant of the pitfalls of overborrowing," said one foreign bank representative officer based in Bangkok. He added that concern over the abrupt dismissal on September 11 of Nukul Prachubabon as governor of the central bank had died down pretty quickly among foreign bankers. Although Mr. Nukul's sacking by the finance minister, Somchai Hoontrakul, was severely criticized and the country's credibility took a temporary setback, most bankers now believe that the central bank's operation and monetary policy has been unaffected by the dismissal.

Bancha Lamsan, the chairman of the Thai Farmers Bank, the country's second largest bank, said: "The Bank of Thailand has two things on its mind — the stability of the baht and the control of inflation. And I think that whoever becomes the governor will stick to these things, whoever he is."

The sacking of Mr. Nukul, however, has left unpleasant feelings at

the central bank. Not only was the timing of the dismissal order atrocious — a few days before the former governor was scheduled to attend the annual meeting of the International Monetary Fund — but it also sparked concern over the institutional independence and integrity of the central bank. Shortly after his dismissal, Mr. Nukul described the finance minister's move as a "regrettable precedent" and predicted that it would reduce the post of central bank governor to a mere official under the thumb of politicians. The bank has traditionally acted as an independent body responsible for the country's monetary policy while the Finance Ministry has handled fiscal policy.

Mr. Somchai's order to remove Mr. Nukul, which was approved by the cabinet, is generally believed to have been motivated more by a personality clash between the two men than a divergence in economic policy. Both the central bank and the Finance Ministry have adopted a common theme of economic austerity in recent years. A bone of contention, however, arose between the heads of the two institutions over the handling of the collapse of several finance firms late last year. The central bank proposed the establishment of a deposit insurance institute to help boost confidence in local financial institutions but Mr. Somchai flatly rejected the suggestion. Relations between the two men were known to deteriorate thereafter.

Mr. Nukul, who was appointed governor of the bank in 1979, had won the admiration of both local and foreign bankers for his toughness and ability to make unpopular

decisions. He is partly credited for leading the central bank toward a monetary policy that has helped to reduce Thailand's inflation from almost 20 percent in 1979 to little more than 2 percent this year. The country has also won an excellent credit-rating during Mr. Nukul's governorship.

Whether his successor, Kamchorn Sathirakul, will be able to match Mr. Nukul's performance remains an open question. "I think we will have to give him time to see how he handles the temptation of politicians, or the government, to make a heavy spending," said Bancha Lamsan about Mr. Kamchorn. The 51-year-old civil servant was personally selected by Mr. Somchai for the governor's post. Mr. Kamchorn has worked at the Finance Ministry since 1960 and had held the position of director general of the ministry's fiscal policy office before his appointment.

Since Mr. Kamchorn assumed the governorship on Sept. 14, much of the anxiety that surrounded Mr. Nukul's dismissal has simmered down. Both Mr. Somchai and Mr. Kamchorn have gone out of their way to dispel fears about diminishing central bank independence, and most bankers appear ready to believe this so long as the rest of the central bank's senior executive team remains intact. The bank's top executives, led by the deputy governor, Chavalit Thanasakul, are well respected for their integrity and competence, and much of the central bank's policy direction is said to be in their hands. With less personal friction between the new governor and the finance minister

expected, there is even the possibility of an improvement in the country's monetary policy implementation. But, as one foreign banker warned, "It will certainly open some eyes" if more central bank staff is dismissed.

Foreign bankers in Thailand have had their eyes opened more than once this year. On August 6, the government announced its takeover of the Asia Trust Bank, which was suffering from mounting liquidity problems, allegedly the result of mismanagement. The ATB has accumulated about \$100 million in foreign debts, which fall due between August and the end of the year and the great bulk of which is owed to American banks — including the Crocker National Bank, Citibank, Manufacturers Hanover Trust and Bankers Trust. Under the takeover plan, the Finance Ministry obtained 75 percent equity of the ATB from its former

shareholders, namely the Tarnvanichkul and Vichitrachandana banking clans.

The central bank recently filed criminal charges against the former ATB chairman, Wallob Tarnvanichkul, who has been accused of fraud against shareholders, breach of laws governing limited companies and violation of the Commercial Banking Act. Mr. Wallob is said to be in Taiwan, with which Thailand has no extradition treaty. The ATB takeover comes at a watershed period for the Thai banking system. March 8, this year, marked the deadline for commercial banks to meet the central bank's divestiture requirements of diversifying ownership to at least 250 small shareholders, each holding a certain minimum percentage of total equity. ATB was notably among the few Thai banks that failed to meet the requirements. Divestiture, however, is not the issue; it is rather the goal of weaning the Thai bank-

ing system away from the traditional family-run operations.

While some banks, family-run or not, have proved themselves highly professional institutions, others are struggling to keep afloat in a progressively competitive market demanding higher managerial skills. Known as chit funds but generally believed to be a local version of a pyramid investment plan in which money generated by new deposits is used to pay back old debts, the increasing popularity of these unregulated funds has grown out of all proportion this year. By far the largest of these chit funds is that of Chamon Thapraso, better known as Mother Chamon, whose deposits are estimated at more than 4 billion baht (about \$174 million). Mrs. Chamon's fund offered as much as 6.5 percent interest per month on one's investment and is known to have attracted as many as 80,000 participants during the five years in which it has been operating.

When other so-called chit funds began operation and evidence poured in that their business was spreading nationwide, the Finance Ministry prepared a special decree banning pyramid dealings, which the cabinet agreed to "in principle" on September 11. The decree has not yet been promulgated.

Mrs. Chamon, a former clerk at the government-run Petroleum Authority of Thailand, is known to have attracted many of her customers from government offices and the ranks of the armed forces. The sudden collapse of her fund could be disastrous for investors, but it is generally believed that if the decree is not passed soon the pyramid business may increase here and eventually pose a threat to the country's economic and even political stability. "In this case the government cannot come in and bail people out because it is not a legal operation," noted one Thai banker.

Automation Is Lagging in Singapore

(Continued From Previous Page)

the idea of setting up ATMs in manufacturing plants around the island to bring banking services to the workplace but the lack of interest and the unwillingness of the corporate management to share the cost of running the facility retarded progress. As a result, the machine itself retains a lot more capacity for programmable functions that is now served up to the banking public.

They have also developed software packages to handle salary credits for payroll for companies. A committee to minimize cash transactions for manpower savings was formed in January this year chaired by the head of the Civil Service. It estimated that seven out of 10 workers are still paid in cash. As much as 2 million manhours are wasted a year because workers have to queue once or twice a month to collect their packet.

The current focus of attention in the retail-banking sphere has now shifted to consumer outlets. Toward the end of 1984, banks hope to provide facilities through their ATMs installed at service stations to allow drivers to transfer payments for gasoline purchases with a plastic card instead of cash.

But the current exercise falls short of allowing for the development of a truly cashless retail operation. The big four local banks — the OCBC, UOB, OUB and DBS Bank — and the POSB are all involved in planning the introduction

of a central payment computer attached by remote terminals to retail outlets. The proposed electronic funds transfer through point of sales system (EFTPOS) is expected to be introduced some time next year.

Given these constraints in the retail side of the banking market, efforts to automate the industry further has increasingly concentrated on the wholesale side of banking, including further linkages on the interbank basis.

The Monetary Authority of Singapore is in the forefront of developing an automated interbank clearing operation called Clearing House Interbank Transfer System (CHITS) compatible with the Clearing House Automated Payments System (CHAPS) of London, the Clearing House Interbank Payments System (CHIPS) in the United States and the Clearing House Automated Transfer System (CHATS) in Hongkong.

Singapore banks currently operate through Banking Computer Services Ltd., an automated clearing house set up and operated by the Hong Kong and Shanghai Banking Corp. and the OCBC. The system does not entirely eliminate the need to "walk" checks from bank to bank to clear the interbank load of Singapore dollar payments between banks. Daily average volumes processed by the automated clearing house rose from 100,000 checks in 1982 to 112,000 in 1983.

There was unhappiness with

MAS for the peremptory nature of the introduction of CHITS, a system that has been talked about within the banking community for a number of years. There may, however, be more than central bank impatience at the lagging pace of developments. Automating check-clearing in Singapore dollars has become a necessity following the development of equivalent systems in the major banking markets of the world. With package switching facilities available on a worldwide basis, it will not be long before linkages between the various interbank clearing systems are developed. That could open the door to multicurrency and multimarket bank clearing across national borders.

Already in Singapore, another committee is sitting down to study the feasibility of U.S. dollar check-clearing among banks. That could be a major addition to Singapore's development as an international financial center. Outside the United States — and with the exception of informal dollar clearing pools among U.S. banks overseas — there is no formal clearing facility outside New York. A regional dollar check-clearing pool set up in Singapore could speed up liquidity for many corporations in Asia and enhance the island's attempt to attract more corporate treasurers to set up regional treasuries for multinational operations in Asia.

Major foreign banks already offer the latest electronic cash management systems for corporate clients in Singapore. They include the major multinational banks like Citibank, Chase Manhattan Bank, Manufacturers Hanover Trust, Wells Fargo Bank, Chemical Bank and Bank of America. Time-sharing facilities are also provided by such major agencies as General Electric Information Services Co. (GEISCO) and Automated Data Processing among others. Local Singapore banks are also gearing up to meet cash-information reporting for local corporate customers. Interbank check-clearing in Singapore and U.S. dollars will assist them in building up their links with companies.

In fact, corporate information systems have suddenly become a major area on the island.



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	Vol.	High	Low	Close
WorlcoB	8767	27 1/2	25 1/2	26 3/4
Kirby	4376	4 1/2	4 1/8	4 1/4
CmCnG	2203	13	10 1/8	10 7/8
BearSt	1829	31	30 1/2	30 1/2
TIE	1536	16 1/2	15 3/4	16
Suncor	1257	7 1/2	7 1/8	7 1/2
Imperial	1229	31	30 1/2	30 1/2
Deemed	1118	3 1/4	3 1/8	3 1/4
Cort	1012	4 1/4	4 1/8	4 1/4
AtcoCo	905	7 1/2	7 1/8	7 1/2
DomeP	883	3 1/2	3 1/8	3 1/2
KevPhs	866	11 1/2	11 1/8	11 1/2

1 yr	77 Month		Stock	Div.	Yld	PE	51c.		77c.		Class
	High	Low					100s	High	Low	Quot	
1-10	33%	192%	McIntosh				2	27%	27 1/2	31 1/2	
1-11	44%	32%	McKess	2.48	6.3	10	1 1/2	38 1/2	23	38	
1-12	15%	97%	McLellan				14	26	12 1/2	12 1/2	

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1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100
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BUSINESS ROUNDUP

Saab Has 35% Rise in Pretax Profit

By Juris Kaza

International Herald Tribune

STOCKHOLM — Saab-Scania AB, the Swedish automotive and aerospace group, reported Monday that pretax profits in the first eight months rose 35 percent, to 1,443 billion kronor (\$164.17 million), from 1,071 billion kronor a year ago. Per-share earnings increased to 30.25 kronor from 22.10 kronor a year earlier.

Sales in the first eight months rose 27 percent, to 16,168 billion kronor. The Saab-Scania group president, Georg Karnaud, forecast sales for all of 1984 would rise 25 percent, to around 26 billion kronor, from 20.7 billion kronor in 1983, while earnings would grow at a faster rate.

In 1983, Saab-Scania had pretax profits of 2,022 billion kronor.

Mr. Karnaud also announced that Saab would invest 360 million kronor by 1985 to boost its production capacity for cars to 150,000 annually, from current levels of 120,000, due to increasing sales in the United States and Canada.

Car division sales rose 26 percent, to 6,134 billion kronor, the interim report said. Sales of Scania trucks also rose 26 percent, to 5,599 billion kronor.

Saab-Scania said it would invest 135 million kronor in a new research and development laboratory in Sodertälje, near Stockholm, to develop new car and truck engines. Saab-Scania's aircraft division

said sales rose 28 percent, to 1,176 billion kronor, largely due to invoicing of ongoing work on the Gripen, a combat plane that is scheduled to go into service in the early 1990s. Earnings of the aircraft division were down, mainly because the company does not book profits on defense work until the projects are completed.

In the civilian aircraft division, Mr. Karnaud said Saab-Scania has reduced 1984 deliveries of its new SF-340 commuter turboprops to 14 or 15, from the 20 aircraft as planned, because certification of the 35-passenger commuter and corporate aircraft was delayed.

The plane is jointly developed with Fairchild Industries of the United States.

Morgan Grenfell To Take Stake in Pember & Boyle

Reuters

LONDON — Morgan Grenfell Holdings Ltd., the merchant bank, and Pember & Boyle, a government-bond dealer, have agreed for Morgan to take a 5-percent stake in the bond company, Morgan Grenfell announced Monday.

Financial terms were not disclosed. Morgan intends to acquire full ownership of Pember & Boyle, one of the 10 largest dealers in British government bonds, when the London Stock Exchange relaxes its limits on outside interests in member firms.

The statement said the operations of Pember & Boyle eventually will be merged with Pinchin Denny & Co., a stock jobber. Morgan Grenfell recently took a 29.9-percent stake in Pinchin Denny.

Morgan Grenfell said a new subsidiary, Morgan Grenfell Securities, is being formed to develop its stock-exchange operations. Morgan Grenfell Securities is to apply to become a primary dealer in the government-bond market under the exchange's new dealing system, which is to be introduced when commission rates become negotiable rather than fixed.

The government has given the exchange until the end of 1986 to abolish fixed-rate commissions.

The Morgan group plans to recruit an equity sales and research team, which Pember & Boyle and Pinchin Denny do not now have.

Chase Raises Reserves To Cover Loan Losses

United Press International

NEW YORK — Chase Manhattan Corp. said Monday that third-quarter earnings declined 14 percent to \$93 million from \$108 million last year and the 1984 quarter's profits included a sizable recovery of losses it suffered on the collapse of Drysdale Securities Inc.

Chase's principal subsidiary is the third largest U.S. bank. Chase had a \$49-million pretax extraordinary gain (\$20 million after-tax) that was recovered from Arthur Andersen Inc., accountants for Drysdale Securities Inc. Andersen was among defendants in a suit Chase filed over a loss of more than \$100 million it suffered when Drysdale's government trading subsidiary collapsed in 1982 after it could not meet interest on government securities it had borrowed from major brokers.

Chase put the entire \$49 million into its loan loss reserve, which it increased to \$125 million from \$70 million in the same quarter of 1983 despite a decline in nonaccrual loans and loan charge-offs.

Chase said it elected to increase its provision "in recognition of uncertain conditions in certain developing countries."

Of its total nonaccrual and re-

duced-rate loans of \$2.1 billion at the end of the quarter, about \$570 million was in cross-border loans to Argentine borrowers.

Chase's acquisition of Lincoln First Bank Inc. during the third quarter reduced its per-share earnings to \$1.70 from \$2.76 in the comparable period of 1983.

In the first nine months of 1984, Chase earned \$285 million, down from \$319 million in the same period last year. Per-share earnings slipped to \$6.44, from \$8.81 last year.

First Pennsylvania Has Net First Pennsylvania Corp. reported third-quarter net income of \$11.6 million, or 29 cents per share, compared with a net loss of \$2 million a year earlier, UPI reported from Philadelphia.

The quarterly earnings included a \$10-million gain from the retirement of publicly held convertible subordinated debentures that were exchanged for convertible debentures with a net loss of \$2 million a year earlier, UPI reported from Philadelphia.

Operating income for the third quarter was \$1.6 million, compared with an operating and net loss of \$2 million during the 1983 period.

Britain Rejects IBM-BT Plan for Data-Networking

Reuters

LONDON — The British government has rejected an application by International Business Machines Corp. and British Telecom for a license for a joint venture to provide data-networking services, the Trade and Industry Department said Monday.

The department, however, is willing to grant licenses to each of the two companies separately, or to any other company that might want to apply for one. The joint application by IBM and BT was turned down because it was felt it would discourage competition in a newly developing market, the government said.

BT, which is government owned but soon to be denationalized, and IBM announced at the end of July their plan to set up the joint venture.

The service would have provided users with data-networking operations, including management functions, together with special features such as electronic-mailbox and database facilities.

The companies said Monday in a joint statement that they were disappointed that the government opposed the plan.

UAW Members Back GM Pact

The Associated Press

DEARBORN, Michigan — Members of the United Auto Workers ratified a three-year labor contract with General Motors Corp. on Sunday, the union said.

The vote on the agreement with the No. 1 U.S. automaker was 138,410 in favor to 102,528 against, or 57.4 percent to 42.6 percent.

The totals were compiled from voting conducted over three weeks by 149 bargaining units after the agreement covering 350,000 workers was reached Sept. 21. The contract with GM gives it three years of labor peace and sets up worker aid programs of a size unprecedented in American industry.

Time Posts 52% Rise in Net

Reuters

NEW YORK — Time Inc., in reporting that its earnings rose 52 percent in the third quarter, said Monday that it has repurchased 1,628,000 shares of its common stock during the period, bringing total purchases so far this year to 2,280,300 shares.

Time had previously announced its long-term plan to buy back up to 4 million of the 61 million common shares outstanding.

Earlier, the company said its third quarter net income rose to \$46 million, or 72 cents a share, from \$30.3 million, or 47 cents a share a year earlier, in part as the result of advertising generated by the Los Angeles Olympic Games.

Time said its strong earnings performance "is attributable to the continued record-breaking pace of the magazine group and a solid profit improvement by our book publishing operations."

Time said pretax profit from its

magazine group totaled \$29.4 million, after a \$8.7-million loss a year earlier. Magazine earnings were bolstered by Olympics-related advertising, with the special Summer Olympics issue by its Sports Illustrated magazine contributing to a 35-percent gain in third-quarter ad revenues over the level of a year earlier.

The company said its book group's pretax profits increased to \$10.4 million in the third quarter from \$8.6 million, the result primarily of what it called the "strengthening turnaround" at Time-Life Books.

Time said its video group's pretax profit slipped to \$56 million, from \$57.6 million a year earlier.

The company said its American Television & Communications Corp. subsidiary had higher profits, while Home Box Office Inc. continued to experience slower subscriber growth and higher programming costs.

Oil-Price Cuts May Be Near

United Press International

LONDON — World oil prices showed signs of cracking Monday as the United Arab Emirates' oil minister called for a 40-cent-a-barrel cut in his country's official crude-oil prices and Norway offered discounts of \$1 to \$2 a barrel on its North Sea crude.

The UAE, which is a member of the Organization of Petroleum Exporting Countries, and Norway, which does not belong to OPEC, have had trouble selling their light crude at official government prices in recent months because of rising demand for heavier, cheaper oil.

Sheikh Mubarak al-Otaibi, the UAE oil minister, has urged the board of directors of Abu Dhabi National Oil Co. to approve the 40-cent reduction and an additional discount in the form of a 15-cent-a-barrel increase in the equity margin for foreign producers of the country's crude, the Middle-East Economic Survey reported.

In Stavanger, Norway, sources said the Norwegian state oil company Statoil has offered to discount its crude by between \$1 and \$2 a barrel to shore up prices on the spot market, where oil sold to the highest bidder has been bringing about \$2 less than the official North Sea price.

Mr. Otaibi, the chairman of OPEC's market-monitoring committee, had been expected to propose steeper discounts following an interview earlier this month in which he criticized OPEC for not sanctioning a price cut for hard-pressed producers of light crude.

Germans Get Chinese Steel Contract

Reuters

DUSSELDORF — China plans to award a West German consortium a 1.5-billion Deutsche mark (\$484-million) contract to build a hot-rolled-products steel plant at Boao near Shanghai, a spokesman for the consortium leader, Schloemann-Siemag, said Monday.

Schloemann-Siemag, a subsidiary of Gutehoffnungshütte Aktiengesellschaft, is negotiating with the Chinese authorities over the new contract but no letter of intent has yet been exchanged.

The West German company is finishing a \$450-million cold rolling mill at Boao.

U.S. to Weigh Bank Appeals

(Continued from Page 15)

beginning to review 329 existing applications for bank charters that have been termed "nonbank banks" because they either do not make commercial loans or accept deposits.

About 60 of the applications are complete and the total is expected to increase sharply as competitive forces in the industry generate many more.

Congressional leaders have warned that new banks established across state lines may be put out of business when Congress, expected to approve "nonbank" legislation.

But the warnings are generally regarded as empty threats by the banking industry.

Mr. Conover had agreed to a moratorium on approvals while Congress was considering comprehensive legislation. Both the House and Senate versions would have done the so-called nonbank loophole that allows establishment of operations throughout the country.

But the chairman of the House Banking Committee, Fernand St. Germain, blocked the legislation, saying the House would never approve expanded banking powers in areas like insurance and securities sales.

"The need for that legislation was and is critical, not only for banks but also for the public that is being deprived of the benefits of a more competitive marketplace," Mr. Conover said.

The impasse leaves no choice but to go ahead, he said.

"Under existing law I feel compelled to begin deciding applications for nonbank banks," Mr. Conover declared. "Nonbank banks are clearly legal under present law."

A nonbank bank would appear to the customer to be just like any other bank. The fact that it did not make commercial loans would not prevent it from doing everything else a bank does.

COMPANY NOTES

Alstom-Atlantique's capital rose to 616.47 million francs (\$64.62 million) from 577.13 million francs following the issue of 786,637 new shares to accommodate shareholders who took their 1983 dividend of 15 francs per share in the form of new shares, the company said in a statement in Paris.

Ashton-Tate, a leading California microcomputer software publisher, announced the signing of a \$10-million contract with a French-based distributor, La Commande Electronique, to distribute Ashton-Tate's software in France.

Consumers Power Co. of Jackson, Michigan, said a union that represents 4,500 of its employees has refused to accept contract concessions included in a \$200-million austerity plan drawn up after the Midland nuclear plant was scrapped.

Disneyland union leaders said they would urge 1,800 workers on strike at the Anaheim, California, attraction to accept a new contract, which was reached after Walt Disney Productions offered a fresh proposal, but pickets will remain until the ratification vote.

Ducommun, Inc., a Los Angeles industrial supplier to high-technology industries, said it has completed the acquisition of MTI Systems Corp., a New York technology company, for \$6.2 million. MTI will become an operating division of the newly formed Ducommun Electronics group.

Federal Paper Board Co. said it is closing operations at its Piermont, New York, folding-carton facility, affecting 350 employees. In Montvale, New Jersey, a company

spokesman said the closing is part of a plan to shift operations from the Northeast to the South and other areas.

GTE Corp. announced the offering of 1.3 million shares of convertible adjustable preferred stock, Series B, valued at around \$65 million. The offering, announced in New York by Goldman Sachs & Co. and Paine Webber Inc., was increased from the original issue of 1 million shares. The CAPS has a stated value of \$50 per share.

Midway Express, formerly Air Florida until its restart by Midway Airlines, Inc., has announced the launching of 28 daily flights to nine U.S. cities in the Northeast, Midwest and Southeast, Air-Florida, a low-cost carrier, filed for court protection from creditors July 3 under Chapter 11 of federal bankruptcy laws.

Novo Industri, the Danish-based insulin and enzymes producer, said sales for 1984 would rise about 10 percent, less than the predicted 20 percent, partly because of reduced sales of starch enzymes and insulin to the United States.

Volvo North America Corp. said a preliminary count indicates that 6.5 million Hamilton Oil Corp. common shares have been tendered in response to Volvo's offer of \$19.50 each for 4.7 million shares. PPG Industries Inc. of Pittsburgh, makers of glass, coatings and resins, chemicals and fiberglass, announced that its third-quarter profit climbed 10 percent from a year earlier on a 12-percent sales gain. Net income rose to \$76.7 million, or \$1.10 a share, from \$69.6 million, or \$1 a share.

Output Declines 0.2% in U.K.

Reuters

LONDON — British industrial production fell 0.2 percent in August, the Central Statistical Office said Monday in a preliminary report.

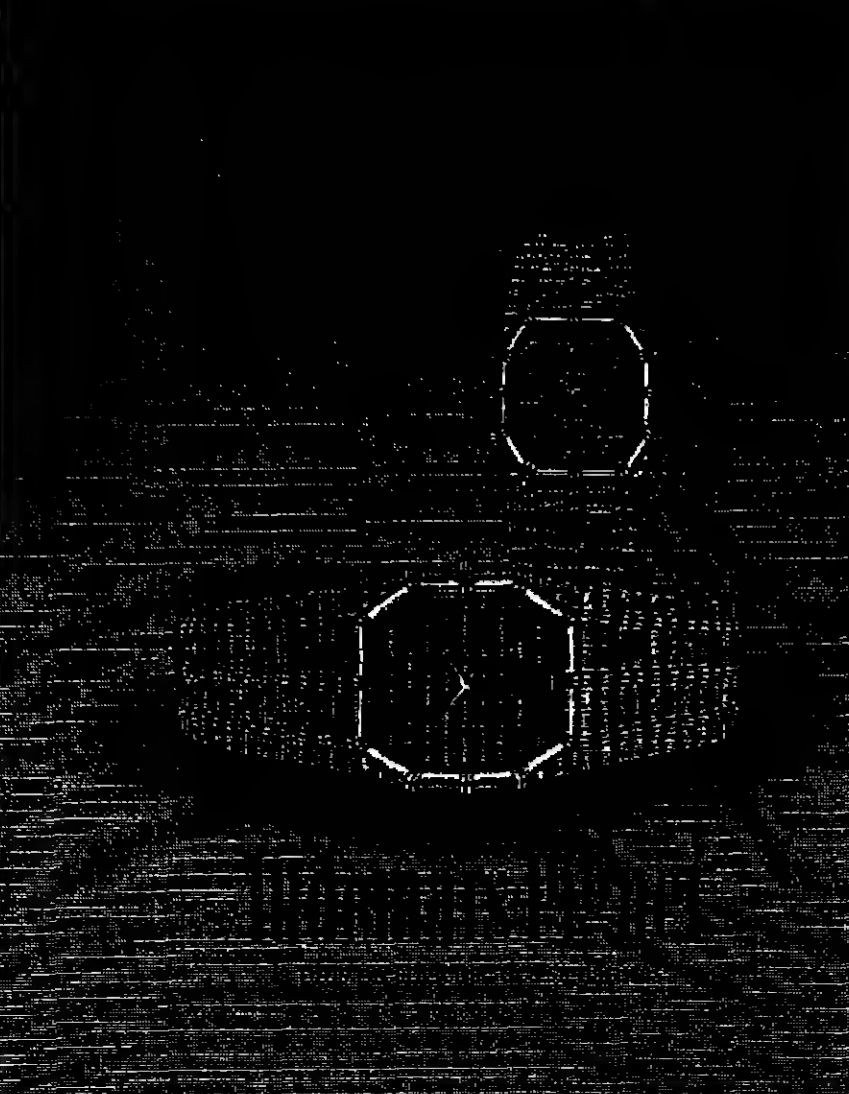
At the same time, the Office revised July's production figure upward to 1.1 percent from 0.7 percent. The August figure was 2.6 percent lower than the level of a year earlier.

Meanwhile, the Department of Trade and Industry reported that the volume of retail sales rose by around 3 percent in September.

Devoe-Holhem International N.Y.
Bid \$8% Ask \$9%
Prices in U.S. dollars.
Quote as of October 15, 1984

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All of these securities having been sold, this announcement appears solely for purposes of information.

October 3, 1984

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Common Stock
(\$25 par value)

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Incorporated
Atlantic Capital Corporation
Bear, Stearns & Co.
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Hambrecht & Quist
E. F. Hutton & Company Inc.
Lehman Brothers
Merrill Lynch Capital Markets
PaineWebber
L. F. Rothschild, Unterberg, Towbin
Smith Barney, Harris Upham & Co.
Swiss Bank Corporation International
UBS Securities Inc.
Wertheim & Co., Inc.
Dean Witter Reynolds Inc.
Bank Julius Baer and Co. Ltd.
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Banque Cantonale Vaudoise
Sal. Oppenheim jr. & Cie.
A. Sarasin & Cie.
Aktienvereinsbank

Tables include the nationwide prices up to the closing on Wall Street

[illegible]**NASDAQ National Market Prices**[illegible]

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12
18 1/4
23 1/2 — 1/2
24 1/2 — 1/2

Indirect

A Slowly-Changing Product Mix

roduced at roughly the same time, but Wang neither made its machine in bulk nor marketed it aggressively, analysts say.

And critics say that many popular business programs did not run on the Wang device during its first months. The result, these analysts say, is that Wang has sold about 80,000 Professional Computers compared with the sale of 1 million IBM PCs.

And in perhaps the most telling example of Wang's struggle to market a complete office-automation package, sales of Wangnet, a local area network for linking Wang equipment, have amounted to less than \$6 million since its introduction in 1981, according to Dataquest.

It appears that in networking, Wang misread the market. When it introduced Wangnet, Wang was a pioneer, but analysts say its system was too sophisticated for most users.

INTERNATIONAL

(Continued From Page 1)

EMPLOYMENT	AUTOS T
GENERAL POSITIONS	WANTED
REETER PW/PA young lady, rep	
EXCA	

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SPORTS

Tigers Win World Series in 5 Games

By Ross Newhan
Los Angeles Times Service

DETROIT — Sparky Anderson sat behind his desk, puffing on a pipe and said his Tigers had only confirmed what people should already have known, that they are the best of 1984. He said the dynasty potential, their place in history, will be tested by what they do in the future.

"Vince Lombardi said any blind squirrel can find an acorn once," Anderson remarked, quoting the late great football coach. "Now let's see how often we can do it."

The Tigers, who had started the year with nine straight victories en route to 35 in their first 40 games, ended it by winning the 81st World Series in five games, beating the San Diego Padres on Sunday, 8-4. They finished with an overall record of 111-59.

It was an interesting finale to an otherwise dull Series in which the San Diego pitching rotation, averaging just over two innings per start, fashioned an unfashionable Earned Run Average of 13.94, the poorest in World Series history.

Mark Thurmond saved the worst for last, making 15 pitches while facing only six batters as Sunday's starter. The Tigers scored three runs in the first, snapped a 3-3 tie against Andy Hawkins in the fifth, then popped the cork with four runs against Goose Gossage as the crowd chanted and sang, "Goose Busters."

Alan Trammell, the Tiger shortstop who may now have surgery on his left knee and right shoulder, won a sports car as the World Series Most Valuable Player (he was 9 for 20 with 6 RBIs), but Sunday's star was Kirk Gibson.

Captain of the year of his emergence as the star he had frequently been predicted to be, the former Michigan State wide receiver drove in five runs and scored three.

The blow that buried the Padres came in the eighth when Gibson

hammered a three-run homer off Gossage, who had just talked his manager, Dick Williams, out of walking Gibson intentionally. Gibson, who still carries the energies and emotions normally seen on the gridiron, shook his right arm exultantly as he circled the bases, blew a kiss in the manner of San Diego's Kurt Bevacqua, then jumped off the ground to deliver truly high-fives to his ecstatic teammates.

Gibson earlier rifled a two-run homer off Thurmond in the first and singled in the fifth, after which he took second on a fly to left and third on a pair of ensuing walks. He scored on a daring dash for home after Rusty Kuntz's pop-up in shallow right.

The Padre right fielder, Tony Gwynn, lost the ball in the gray twilight, and second baseman Alan Wiggins was forced to make a back-pedaling catch. Gibson broke the 3-3 tie.

It was the first run off Hawkins in his 15th postseason innings but not the last off a San Diego bullpen that had been spectacular in relief of the inept starters, who allowed 48 hits and 32 earned runs in the 31st innings of 10 postseason games.

The frequent Detroit leads left Gossage a mere spectator. The Goose made only his second World Series appearance in the seventh after left-hander Craig Lefferts had struck out Gibson to open the inning. Lance Parrish then hammered Gossage's second pitch into the left-field seats for a 5-3 lead.

Benevise, who hit only one regular season homer, hit his second of the Series off Willie Hernandez in the eighth to make it 5-4, setting up a pivotal decision by Gossage and Williams.

Marty Castillo walked to open the home eighth. Lou Whitaker put

down a sacrifice bunt. Graig Nettles fielded it and threw to second, where a surprised Garry Templeton caught it off the bag as Castillo slid in safely. Templeton later accepted the blame, saying he did not get into position in time, but Castillo may have beaten even flawless execution. Trammell's ensuing sacrifice advanced Castillo and Whitaker, leaving first base open as Gibson came to the plate.

Williams signaled Gossage to throw four balls, then turned to talk to coach Harry Dunlop. He turned back to find Gossage waving for him to come to the mound.

"I didn't want to walk him because I've had good success against him in the past," Gossage said of Gibson. "I thought that if I got behind [on the count] I could still walk him. The man beat me. I got a fastball up and he beat me. I'm sick about it. I can't help but feel like the goat."

Said Williams: "If there's blame involved, it's mine. I should have said, 'I don't care what success you've had against him, I want him walked.' Sure I second-guess myself. I had made a decision and changed it. I'm the manager, it's my responsibility."

Gossage's first pitch was a ball, then Gibson connected, responding to his own challenge while winning \$100 from managers.

"I definitely thought they'd pitch to me because I really haven't done well against Goose in the past," Gibson said. "Sparky held up four fingers, meaning he thought they'd walk me, and I held up all 10, meaning I'd bet him \$10 that they wouldn't and that I'd hit a home run."

Hernandez, who converted 32 of 33 save chances during the season, now had a four-run lead as he went out to pitch the ninth, ultimately emerging with his second save of the World Series. Aurelio Lopez had set it up, retiring the seven hitters he faced (four on strikeouts).

after the Padres had come back from 0-3 with a run in the third and two in the fourth, all against Dan Petry.

An 18-game winner during the season, Petry made two poor starts in the World Series, allowing 14 hits and eight runs in eight innings, the kind of numbers associated with the San Diego starters.

"I can't explain it," Williams said, alluding to his rotation, "but I don't think we lost the Series because of our starting pitchers. I've got to give the opposing hitters credit. I mean, the best club in baseball won. There's no way I can say we're better than Detroit, but we're coming."

San Diego clearly missed Kevin McReynolds, sidelined by a broken wrist. Bobby Brown took his place in center field and went 1 for 15.

The Tigers emerged with their

fourth world title and first since 1968. It was the third for Anderson, who managed Cincinnati to World Series victories in 1975 and 1976 and has now become the first manager to do it in each league.

Now 50 and having fulfilled a commitment here by producing a winner in five years, Anderson refused to gloat at cynics who considered the Tiger season a fluke, an aberration stemming from 35-5.

"This team has as much character as any I've had," he said. "None of these players had ever been in the playoffs or Series before. If it doesn't improve you can blame me. It has to get better or I'm a bad manager. I'm saying that what we did this year doesn't mean a thing unless we do it again next year. The Reds were a great team because they did it more than once. Longevity is the proof."



Kirk Gibson — Not so ornery after his second home run of Game 5.

Players and Fans in Detroit Soak Up 'The Moment'

By John Feinstein
Washington Post Service

DETROIT — Darrell Evans was blinking back tears, most of them caused by champagne, but his voice quavered as he stood in the middle of the joyous Detroit Tiger locker room Sunday night soaking in 'The Moment,' the one he had waited 17 years to enjoy.

He had praised everyone on the Tigers, everyone in the city of Detroit, almost everyone in the state of Michigan. Finally, someone asked him if it felt like he had thought it would.

"You can't just instantaneously and spontaneously be happy, be overjoyed," he said. "It doesn't hit you all at once. The first thing you want to do is thank people. Then, you remember some of the little disappointments. Suddenly, they don't seem quite so important."

"For the fans it's different. They can just celebrate and party. I love it, the whole thing."

The fans certainly did celebrate. They began in the seventh inning after Lance Parrish's home run off Goose Gossage gave the Tigers a 5-3 lead. They sang and stomped and hugged and screamed and turned Tiger Stadium into a rollicking madhouse even before the Tigers' 8-4 victory had made them World Champions.

When it was over, they stormed the field, tore up the sacred turf and then headed for the streets to run amok.

Unfortunately, violence has now become a requisite part of most championship celebra-

tions. Sunday night, as the crowd grew at the corner of Michigan and Trumbull, the potential for trouble also grew. Shortly after 9 P.M. it became a reality when fans smashed four police cars and turned another one over and set it on fire. The police car burned and exploded, and the crowd had moved back when the explosion occurred.

Police finally forced the crowd back far enough so firetrucks could get through. Even with the smoke and fire, the reveling continued with police on horseback and in riot gear attempting to disperse the crowd.

Ninety minutes after the game was over, most of the Tigers were still in the clubhouse and in uniform, not even attempting to leave the ballpark.

"You think you have a great team; you believe you have a great team but until you win the World Series, you haven't proved a thing to the rest of the world," said Jack Morris, who pitched complete-game victories in the first and fourth games. "I think we all just want to savor this for a while."

Several hundred feet away, in the small Padre locker room, there were no cigars, no champagne and no tears. Gossage, Sunday's goat because of gopher balls to Parrish and Kirk Gibson, looked up at onrushing reporters and snarled. "Well, what the hell do you want? You just gonna stand there and look at me, or what?"

Suddenly, his face softened. He put down his beer, folded his arms and answered every question, repeating some answers several times.

"Gibson's was my fault because I talked Dick out of walking him," Gossage said. "I thought I popped a fastball but he popped it. I guess I could get him out."

Gossage stopped and chuckled softly. "Guess I was wrong."

Some of the Padres circled the room shaking hands. Steve Garvey, pitcher as ever, stood at his locker talking about the great future he believes his team has. Alan Wiggins and Tony Gwynn sat side-by-side discussing the fifth inning pop-up that Gwynn lost and Wiggins caught running away from the plate, allowing Gibson to score the run that put the Tigers ahead for good.

"We had a great season," Graig Nettles said. "Let's just go home."

"I feel for our starting pitchers," Garvey was saying. "I guess they'll probably bear the brunt of the blame most of the winter."

Winners do not have to worry about blame. And in the din of the Tiger clubhouse, all the anguish that had come before, the little disappointments, as Evans put it, were forgotten.

Morris, who quarreled with his teammates during the summer, talked about the lessons he had learned. Gibson, whose teammates call him "Ornery Kirk," just soaked in the glory. Parrish, so exhausted that he was still wearing his shin guards a full hour after the game — "I'm too tired to take them off," he said — poured champagne down Trammell's shirt. Anderson sat in his office, holding court one last time, and talked about how much it meant to him to be the first man to

manage World Series champions in both leagues.

In one corner of the room, Carl Yastrzemski, one year out of baseball and now a part-time TV man for a Boston station, encountered Ruppert Jones, the journeyman outfielder who joined the Tigers from the minor leagues in June.

Yastrzemski offered congratulations. "This is the greatest feeling I've ever had," Jones said. "You know how it feels, Carl?"

Yastrzemski shook his head. "No I don't, Rupe," he said. "I only finished second." He smiled. "Soak in every minute," he said to Jones.

Evans just kept hugging people. He is 37, a man who played good baseball with bad teams; all his career until the Tigers signed him as a free agent this year to provide a final piece in their puzzle after they won 92 games last year.

"When Kirk hit the home run, we all knew it was over," he said. "That swing will be a freeze frame in my mind the rest of my life. We all felt like we'd all hit it together."

"I gave us a chance to savor it all in the ninth inning because we had the cushion. If I had never won, well, who knows what would have happened. Now, I can enjoy this all winter, all year, forever."

"And I know, no matter what else happens in my life I can look at the ring and know I was part of something special. That will give me joy, great joy."

His eyes glistened a little. Outside, the police sirens screamed. Another baseball season was over.

Tiger Owner Unloads Pizza On Newsmen

Compiled by Our Staff From Dispatches

DETROIT — Tom Monaghan, the pizza magnate who owns the Detroit Tigers, delivered two helicopter loads of his Domino's Pizza to reporters about 45 minutes after the Tigers won the World Series.

Monaghan's private helicopter landed near second base at Tiger Stadium to deliver more than 200 pizzas. "Gentlemen, a voice on the prebox loudspeaker told more than 850 writers and broadcasters, 'dinner is served.'"

"I'm out of my mind," said Monaghan, a lifelong Tiger fan who bought the club from John Fetzer a year ago. "I don't know how long it's going to take for all of this to sink in."

"I feel bad about people giving me credit. The only credit I deserve is talking to Fetzer into selling the team. I worked very hard on my presentation, but I don't deserve any credit for this scene."

In keeping with the chain's widely advertised policy, the pizzas were free — because they took more than 30 minutes to deliver.

Rookie Takes Spotlight As Oilers Top Nordiques

United Press International

EDMONTON — Gord Shevren, a rookie, scored three goals Sunday to take the spotlight away from Wayne Gretzky, who scored his first goal of the season and added three assists, as the defending Stan-

ley Cup champion Edmonton Oilers thumped the Quebec Nordiques, 9-2.

"He definitely played exceptional hockey and deserved his first star," Gretzky said of Shevren. "It's kind of an Oiler trait that anybody who comes in is taught to go to the net and Gordie does that well."

Elsewhere in the NHL, Boston topped Hartford, 4-2; Buffalo downed Detroit, 6-4; Minnesota defeated New York, 3-1; Winnipeg beat Toronto, 5-2; Washington stopped Chicago, 5-3; Calgary defeated Vancouver, 7-5, and St. Louis clipped Los Angeles, 5-2.

Shevren, who scored twice in a span of 13 seconds in the first period, completed his first career hat trick with a tremendous 20-foot blast past Richard Sevigny's glove at 12:49 of the final period.

Shevren, a 21-year-old center from Saskatchewan, who joined the

Oilers after playing with Canada's Olympic team, scored once in two games with Edmonton last season.

The loss left the Nordiques 1-2 after back-to-back routs. The Calgary Flames prevailed Saturday, 7-2.

"We've got to get our act together and smarten up," said Quebec defenseman Pat Price. "We've got to get serious. This is not a country club. We came here and just folded our tent. It's embarrassing."

Green Wins by 6 In Southern Golf

The Associated Press

COLUMBUS, Georgia — Hubert Green shot an error-free 3-under-par 67 Sunday to win the Southern Open golf tournament by six strokes.

Green, who had not won on the tour since 1981, carded a birdie on the opening hole Sunday and never was in danger of losing the first prize of \$54,000.

He wound up with 265, 15-under-par. Scott Hoch, who trailed Green by three entering the final round, tied for second at 271 with Corey Pavin and Rex Caldwell.

SCOREBOARD

Football

NFL Standings

AMERICAN CONFERENCE

Best

W L T Pct. PF PA

Miami

New England

N.Y. Jets

Indianapolis

Buffalo

Central

Pittsburgh

Cincinnati

Cleveland

Houston

West

L.A. Raiders

Denver

Seattle

Kansas City

San Diego

NATIONAL CONFERENCE

Best

Washington

Dallas

S.F. 49ers

St. Louis

Philadelphia

San Francisco

Pittsburgh

San Francisco

Seattle

Central

Chicago

Tampa Bay

Detroit

Minnesota

Green Bay

West

San Francisco

L.A. Rams

Atlanta

New Orleans

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